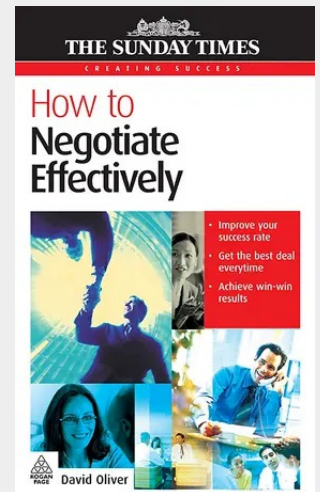


Oliver

How to Negotiate Effectively

How to Negotiate Effectively provides tips, tools and techniques for getting it right. It explores and advises on every aspect of the negotiation process, including: tactics and counter-measures, handling deadlock, making concessions, enhancing your authority and getting the best deal. This new edition also contains new material on identifying true decision makers, and how to spot buying signals in negotiations. An essential step-by-step guide, How to Negotiate Effectively will help anyone achieve a balanced 'win-win' outcome every time.



Auf Anfrage

Nicht mehr lieferbar

Artikelnummer: 9780749448202

Medium: Buch

ISBN: 978-0-7494-4820-2

Verlag: Kogan Page

Erscheinungstermin: 03.10.2006

Sprache(n): Englisch

Auflage: 2. Auflage 2006

Serie: Creating Success series

Produktform: Kartoniert

Seiten: 144

Format (B x H): 1 x 1 mm

