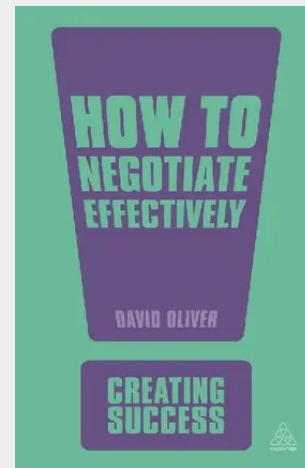


How to Negotiate Effectively

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 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.

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 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.



21,40 €

21,40 € (zzgl. MwSt.)

Lieferfrist: bis zu 10 Tage

Artikelnummer: 9780749461348

Medium: Buch

ISBN: 978-0-7494-6134-8

Verlag: CIPD

Erscheinungstermin: 28.01.2011

Sprache(n): Englisch

Auflage: 3. Auflage 2011

Serie: Creating Success series

Produktform: Kartoniert

Gewicht: 240 g

Seiten: 184

Format (B x H): 140 x 216 mm

