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How to Become a Better Negotiator

By Richard A Luecke, James G Patterson

BRILLIANCE AUDIO, United States, 2015. CD-Audio. Book Condition: New. abridged edition. 171 x 133 mm. Language: English . Brand New. Everything you do in life involves some sort of negotiation. You negotiate with your boss over your salary . . . with your coworkers over where to hold a meeting . . . and even with your family about where to take a vacation. When you buy a car, sell an idea, or solve any problems that involve others, your ability to negotiate is the key factor to getting what you want, and what you deserve. How to Become a Better Negotiator shows you the five basic steps of negotiation, how to avoid negotiation pitfalls and arrive at a successful conclusion. It covers important topics such as listening, assertiveness and how to deal with hostile opponents. This audiobook also teaches the common characteristics shared by all great negotiators, the different tactics for handling conflict, and how to plan and execute a successful negotiation strategy.



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Reviews

I actually started looking over this publication. It really is rally interesting through studying period. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Dana Hintz

Good electronic book and valuable one. It really is basic but unexpected situations in the 50 percent in the pdf. You wont really feel monotony at any moment of your time (that's what catalogues are for concerning when you ask me).

-- Elisa Reinger