



Perswazyjny Negocjator: Narzędzia i Techniki Skutecznego Negocjowania

Indeks: 790911 Producent: Routledge

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Opis

The Persuasive Negotiator: Tools and Techniques for Effective Negotiating

Producent: Routledge

- **temat:** BUSINESS & ECONOMICS / Business Communication / General, BUSINESS & ECONOMICS / General, BUSINESS & ECONOMICS / Negotiating, BUSINESS & ECONOMICS / Strategic Planning, Business & Economics/Business Communication - General, Business & Economics/Conflict Resolution & Mediation, Business & Economics/Negotiating, Business & Economics/Skills, LANGUAGE ARTS & DISCIPLINES / Communication Studies, Law/Arbitration, Negotiation, Mediation, ANF: Business and Management, Arbitration, Negotiation, Mediation, BUSINESS & ECONOMICS, BUSINESS & ECONOMICS / Business Communication / General, BUSINESS & ECONOMICS / General, BUSINESS & ECONOMICS / Negotiating, BUSINESS & ECONOMICS / Strategic Planning, Betriebswirtschaft und Management, Business, Business & Economics/Business Communication - General, Business & Economics/Conflict Resolution & Mediation, Business & Economics/Negotiating, Business & Economics/Skills, Business Communication, Business Communication - General, Business strategy, Business/Economics, Communication studies, Conflict Resolution & Mediation, Economics, General, LANGUAGE ARTS & DISCIPLINES, LANGUAGE ARTS & DISCIPLINES / Communication Studies, Law, Law/Arbitration, Negotiation, Mediation, Negotiating, Negotiation, Non-Fiction, Skills, Strategic Planning, TEXT, business negotiations; effective negotiating; Debate Phase; Exit Price; Bargaining Phase; Face To Face; Single Issue Negotiation; Exit Points; Distributive Bargaining; Settlement Range; Entry Price; Conditional Proposal; Principled Negotiation; Devious; Red Negotiator; Play Red; Uncertainty Avoidance; Positional Bargaining; Negotiating Range; Nash Solution; Developer's Agent; UK Oil; IBM Employee; MBA Study; Red Act; UK Manager; Closing Ploys, Betriebswirtschaft und Management, Business strategy, Communication studies
- **wiążący:** paperback
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- **waga przedmiotu:** 340 grams
- **strony:** 246
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