

business negotiations



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Reviews

It in a single of my favorite publication. It really is rally interesting through studying period. Your life period will probably be transform once you total looking at this book.

(Janie Schultz I)

BUSINESS NEGOTIATIONS



paperback. Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pages Number: 0 Publisher: Economic Science Press Pub. Date: 2009-09-01 This book is a systematic introduction of modern business theory and practice of negotiation strategy materials. and materials compared to the normal business negotiations. there are three major features and innovations: First. the new structural arrangements. This book is divided into four. respectively. based on articles. program papers. articles and communication game articles. each one arranged under three to four chapters related to specific content. style arrangement of existing materials in the negotiations is very rare. comprehensive. context clear; Second. focus on business negotiation and interpretation of the theory of mining. especially while game theory. conflict theory. model theory and the theory of human nature lead to Negotiation. which is the other materials that are not; third is a selection of nearly 40 a classic case of business negotiations and examples. in order to analyze. explain. demonstrate the basic principles of business negotiations. the basic concepts. basic theory. basic methods. basic skills. In addition to each chapter with a 2 to 6 cases. the editors also cited a number of practical hands-on business negotiations. as described in depicting lifelike. real. full of modern business negotiations wonderful scene. I hope the reader can learn get some experience and get some inspiration and benefit. Of both theory and practice book. both informative and easy to read. the successful negotiation of foreign cases into account. as a general vocational and technical institutions. universities and business management. international trade. marketing. public relations. public administration and other related professional The specialist and graduate teaching. but also as a business. organization. group training in advanced negotiations for a reference book. Contents: 1 The Basics Chapter...



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