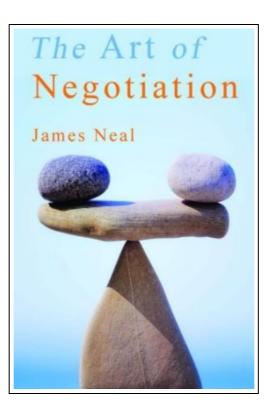
## Art of Negotiation



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Createspace Independent Publishing Platform, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. The book is essentially practical in style and includes many case studies to illustrate the principles which are discussed. It is a text for managers of all disciplines - not only personnel managers though personnel professionals should find much useful material about industrial relations bargaining. Teachers, trainers and students in personnel and general management should find the case studies of particular value. Its underlying theme is that negotiation needs to be seen as a constructive process: a method of achieving effective results - not as a battle for the preservation of personal or corporate power and prestige.

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