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NEGOTIATING (PAPERBACK)



Dorling Kindersley Ltd, United Kingdom, 2015. Paperback. Condition: New. Language: English . Brand New Book. The practical guide that gives you the skills to succeed at negotiatingDK s Essential Managers series contains the know-how you need to be a more effective manager and hone your management style.Find out how to improve your negotiating skills by defining your style, preparing properly and designing your meeting structure. You ll learn to build relationships, develop trust and negotiate fairly. In a slim, portable...

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- Authored by DK
- Released at 2015



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