



DK Essential Managers: Negotiating

Michael Benoliel, Wei Hua

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A practical guide to negotiating which will give you the information and skills to succeed

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.

Tips, dos and don'ts and 'In Focus' features on what to do in a particular situation, plus real-life case studies demonstrate how to manage an impasse, persuade others and close the deal. Dip in and out of topics for quick reference.

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