



Negotiation Mastering Business in Asia

Peter Nixon

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The book consolidates the practical tips and concepts that shaped the authors work with organizations and individuals around the world. It is written to allow people to benefit from what hitherto was only available to some of the wealthiest organizations. The ideas presented in this book will help the reader better conduct dialogue with themselves and others leading to optimal outcomes for all. Written for the mass market, this book is a must-read for CEO's and senior staff. It reinvigorates the trainer's approach to interactions with people on all spectrums within the negotiation.

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