

Business Negotiating Basics (Briefcase Books)



This Briefcase Book is a guide to business negotiating. With the book's seven basic techniques, the reader is taken step-by-step through the negotiating process. This resource includes: numerous examples from which readers can draw ideas; the author's unique PREP system that can be used as a negotiating tool; and skills that apply to negotiations between manager and staff, and manager and manager, as well as those outside the organization.

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