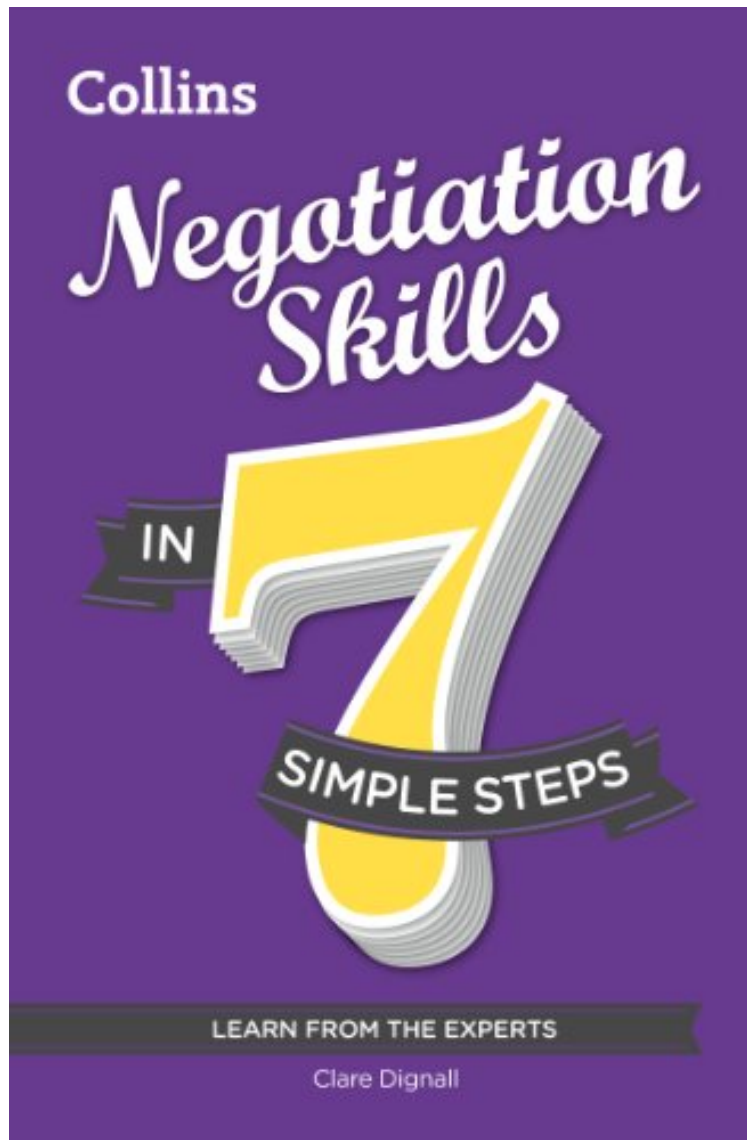


(Mobile pdf) Negotiation Skills in 7 simple steps

Negotiation Skills in 7 simple steps

Clare Dignall

ePub | *DOC | audiobook | ebooks | Download PDF



[Download](#)

[Read Online](#)

#2104485 in eBooks 2014-05-08 2014-05-08 File Name: B00GLGZV10 | File size: 46.Mb

Clare Dignall : Negotiation Skills in 7 simple steps before purchasing it in order to gauge whether or not it would be worth my time, and all praised Negotiation Skills in 7 simple steps:

7 simple steps to flawless negotiationsA successful negotiation results in a win-win agreement for both parties. But where do you start if yoursquo;re up against people or organisations with conflicting objectives? Or people who are just downright difficult? Getting what you want requires determination and tact. You need to be assertive but know

when to compromise. We'll help you refine your persuasive skills through verbal and non-verbal communication. We'll show you how to identify and understand the key issues, distinguish between needs and interests and come to an agreement that benefits everyone. With our 7 simple steps you'll be a pro in no time.

About the Author Clare Dignall has worked in both the public and private sectors, in established organizations and challenging start-ups.