

Negotiation

Tracy, Brian, author

Deskripsi Lengkap: <https://lib.ui.ac.id/detail?id=20440578&lokasi=lokal>

Abstrak

Negotiation is an essential element of almost all of our interactions - personally and professionally. This guide helps you learn how to: utilize the six key negotiating styles; harness the power of emotion in hammering out agreements; use time to your advantage; prepare like a pro and enter any negotiation from a position of strength and more.