



9787511228628 successful business negotiations Road(Chinese Edition)

By HONG LEI

paperback. Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date :2012-07-01 Pages: 229 Publisher: Guangming Daily Publishing House title: the success of business negotiations Original Price: 47.00 yuan: HongLei Press: Guangming Daily Press Publication Date: 2012 January 1. 2009 ISBN: 9787511228628 words: Page: 229 Revision: 1 Binding: Paperback: Weight: 358 g Editor's Choice Business Negotiation Success author tries to explore from a theoretical point of view the law of business negotiations to obtain The success of business negotiations. with a view to helping people fighting to the sea. In the book. the author focuses on the systematic combing business negotiations should follow some regularity practices and requirements. and combined with the typical case analysis elaborated. Mainly theoretical research and exploration. but there are interludes in which the image of the case. the reasoning profound and thorough analysis. I believe that readers will benefit from and be inspired. Executive Summary Business Negotiation Success of six chapters. the author described the basic requirements for business negotiations based on analyzes and discusses the information. personnel and programs. such as the preparatory work needs to be done before the formal negotiations....

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