



How to Negotiate Effectively (Creating Success)

David Oliver

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How to Negotiate Effectively provides tips, tools and techniques for getting it right. It explores and advises on every aspect of the negotiation process, including: tactics and counter-measures, handling deadlock, making concessions, enhancing your authority and getting the best deal.

This new edition also contains material on identifying true decision makers, and how to spot buying signals in negotiations.

An essential step-by-step guide, How to Negotiate Effectively will help anyone achieve a balanced 'win-win' outcome every time.

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