

Breakthrough Business Negotiation A Toolbox For Managers

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Breakthrough Business Negotiation A Toolbox

Breakthrough Business Negotiation is a definitive guide to negotiating in any business situation. This smart and practical book by Michael Watkins, a leading expert in negotiation at Harvard Business School, presents principles that apply to any negotiation situation and tools to achieve breakthrough results.

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Breakthrough Business Negotiation: A Toolbox for Managers Michael Watkins If you say po-tay-toe, and they say po-tah-toe, you say to-may-toe and they say to-mah-toe, you can work the whole thing out.

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1 online resource (xxiii, 290 pages) : Breakthrough Business Negotiation is a definitive guide to negotiating in any business situation. This smart and practical book by Michael Watkins, a leading expert in negotiation at Harvard Business School, presents principles that apply to any negotiation situation and tools to achieve breakthrough results

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Breakthrough Business Negotiation: A Toolbox for Managers by Michael Watkins (Author) • Hardcover: 310 pages ; Dimensions (in inches): 1.07 x 9.32 x 6.31 • Publisher: Jossey-Bass; 1st edition (June 15, 2002) • ISBN: 0787960128 • Average Customer Review:

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A Toolbox for Managers BREAKTHROUGH BUSINESS NEGOTIATION THE SUMMARY IN BRIEF Negotiating is much more complicated than making an offer and fielding a counter-offer. It's a complex process that can affect the future of individuals and organizations. A "breakthrough negotiator" must analyze, plan, sell, organize and motivate.

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Negotiations began in June but stalled last month over the issue of UK agricultural exports - in particular Stilton cheese. However, International Trade Secretary, Liz Truss agreed the deal in principle with her counterpart Toshimitsu Motegi after a breakthrough in talks.

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"breakthrough" On the Japanese side, Motegi said the deal - covering sectors from textiles to tech, Scotch whisky and shortbread - should take effect on Jan 1, following domestic ratification.

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Meanwhile, Egyptian president Abdel Fattah Al-Sisi has announced that he had talked with French president Emmanuel Macron and that the two of them had agreed on joint efforts to renew negotiations between Israel and the Palestinians. Published by Globes, Israel business news - en.globes.co.il - on September 13, 2020

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