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Autore	Beasor Tom <1951-, >
Titolo	Great negotiators : how the most successful business negotiators think and behave // Tom Beasor
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Sommario/riassunto	Tom Beasor's Great Negotiators is a collection of techniques that illustrate how the most successful negotiators think and behave. Good negotiators are always well prepared and there is a host of tips to help you prepare your strategy and your thinking be

2. Record Nr.	UNINA9910709909403321
Autore	Sreenivasiah I
Titolo	A variational expression for the scattering matrix of a coaxial line step discontinuity and its application to an over moded coaxial TEM cell / / I. Sreenivasiah; David C. Chang
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