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Autore	Kennedy Gavin
Titolo	Essential negotiation // Gavin Kennedy
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Descrizione fisica	1 online resource (240 p.)
Altri autori (Persone)	KennedyGavin
Disciplina	658.405203
Soggetti	Negotiation in business Negotiation
Lingua di pubblicazione	Inglese
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Livello bibliografico	Monografia
Note generali	"Developed from a title previously published as Pocket negotiator"--T. p. verso. At head of title: The Economist.
Nota di bibliografia	Includes bibliographical references (p. 234).
Nota di contenuto	Preliminaries; Contents; Preface; The heart of the matter; A to Z; 1 Negotiation training resources; 2 Specialised consultants and trainers; 3 Recommended reading
Sommario/riassunto	Following an introduction about the art of negotiation - different styles and approaches to negotiation and how it is affected by culture, the bulk of the book is an expansive A-Z with several hundred entries that explain the essentials of successful negotiation.