1. Record Nr. UNISA996213077203316 Autore Irwin David Titolo Negotiate to Succeed [[electronic resource]] London,: Thorogood Publishing, 2000 Pubbl/distr/stampa **ISBN** 1-280-23354-0 9786610233540 1-4237-1787-2 1-85418-562-4 Descrizione fisica 1 online resource (184 p.) Disciplina 658.4052 Soggetti Negotiation in business Success in business Management **Business & Economics** Management Styles & Communication Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di contenuto Contents; Introduction: Successful negotiation; ONE Useful skills for the negotiator; TWO Approaches to negotiation; THREE Creative bargaining; FOUR Dealing with pressure; FIVE Relational influence and power; SIX Negotiating with integrity; SEVEN Negotiating globally; EIGHT Using an advocate: NINE Dealing with conflict: TEN Assertiveness skills: ELEVEN Tendering for contracts; TWELVE Staff relations; THIRTEEN Industrial tribunals; FOURTEEN Getting payment from your customers; FIFTEEN Further reading; SIXTEEN Useful addresses; Index Sommario/riassunto Modern business relies on the ability to reach mutually beneficial agreements. This text provides accessible, practical guidance and

techniques for negotiating, including useful skills for the negotiator,

dealing with ""people issues"", and negotiation in practice.