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| Autore                  | Kennedy Gavin   |
| Titolo                  | Essential negotiation // Gavin Kennedy  |
| Pubbl/distr/stampa      | London, : Economist in association with Profile Books, c2004  |
| ISBN                    | 1-281-03192-5<br>9786611031923<br>1-84765-015-5   |
| Descrizione fisica      | 1 online resource (240 p.)  |
| Altri autori (Persone)  | KennedyGavin  |
| Disciplina              | 658.405203  |
| Soggetti                | Negotiation in business<br>Negotiation  |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Note generali           | "Developed from a title previously published as Pocket negotiator"--T.<br>p. verso.<br>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. |