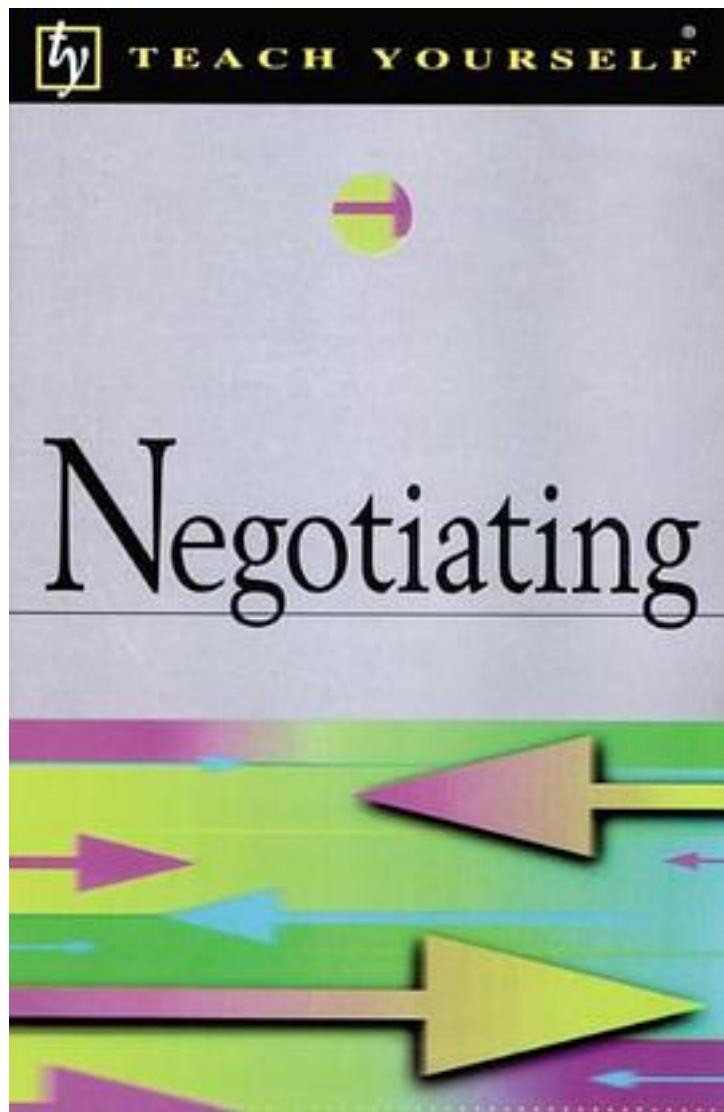


Teach Yourself Negotiating



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Negotiating is increasingly becoming a part of life at all levels of business and in all organizations. "Teach Yourself Negotiating" is a practical introduction to this valuable skill. Author Philip Baguley provides an insightful approach complete with case studies and do-it-yourself checklists that will help readers improve their skills and increase their competitiveness. This title belongs on every professional's bookshelf.

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