

Getting Ready to Negotiate

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GETTING READY TO NEGOTIATE

THE GETTING TO YES® WORKBOOK

A STEP-BY-STEP

GUIDE TO

PREPARING FOR ANY NEGOTIATION

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Individuals, corporations, governments, and labor unions all over the world have utilized the negotiating principles in Getting to Yes--which has more than two million copies in print in 18 languages. This companion volume incorporates the book's fundamental philosophy and advice into a useful tool to help each reader design the

negotiating strategy that best suits his/her situation.

作者介绍:

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标签

negotiation

谈判

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评论

The must-read of Negotiation

非常好的准备手册，建议与结合阅读。

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书评

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