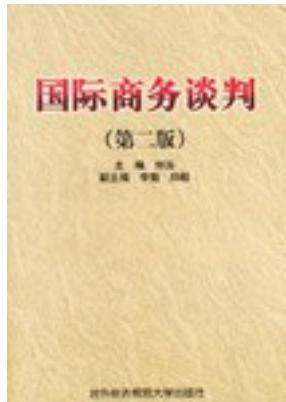


# 国际商务谈判



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《国际商务谈判(英文版)》内容简介： International Team Negotiation a graduate course and also for undergraduates proven in China to successfully educate Chinese business students and managers. Team negotiation is a powerful new concept in the study and application of NEGOTIATION practice. It is far superior to any training focused only on individual skills building.

A powerful negotiation method that fits perfectly with Asian collective society.

First developed by Professor Bob March during his 15 years in Japan as a professor, consultant and advisor.

Perfected from his 4 years teaching & training in China.

Professor March' s TEAM NEGOTIATION METHOD is the clever Chinese collective approach for the future.

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