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## BRILLIANT NEGOTIATIONS: WHAT BRILLIANT NEGOTIATORS KNOW, SAY AND DO BY PEELIN.



Pearson Financial Times, 2007. Taschenbuch. Book Condition: Neu. Gebraucht - Sehr gut Unbenutzt. Schnelle Lieferung, Kartonverpackung. Abzugsfähige Rechnung. Bei Mehrfachbestellung werden die Versandkosten anteilig erstattet. - Negotiating some of us are naturals, most of us are not. But the benefits of being a brilliant negotiator are immense, in and out of work. Imagine being able to skilfully and creatively negotiate in any situation knowing exactly what line of questioning and responses to take, and, most importantly, getting what you want...

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