

Negotiation Techniques (that Really Work!) - Stephan Schiffman

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Sales is all about negotiation. Price. Delivery. Terms. And every day, salespeople leave money on the table. They just don't have the skills to get what they want. Now Stephan Schiffman, drawing on years of experience, shows you how to nail the sale, hit quotas, and boost the bottom line. Schiffman-style negotiation is all about getting the best deal. And he outlines specific techniques to get there. Things can be tough out there. But with Schiffman's negotiation skills in your pocket, you can do battle and win. Author: Schiffman, Stephan Publisher: Adams Media Illustration: N Language: ENG Title: Negotiation Techniques (That Really Work!) Pages: 00160 (Encrypted PDF) On Sale: 2010-10-30 SKU-13/ISBN: 9781598698275 Category: Business & Economics : Negotiating

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