

Best Practice Workplace Negotiations: Ebook Edition - Richard A. Luecke

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Best Practice Workplace Negotiations offers a systematic approach to developing negotiating skills. It serves as an introduction to current best practices in negotiation that can be applied across a broad range of business situations. This up-to-the-minute course covers win-win vs. win-lose negotiations; the BATNA concept (best alternative to a negotiated agreement-what every negotiator should have in his mind before entering into any negotiation); walk-away price, or reserve point; negotiation as a logical set of process steps-preparation, initial moves, application of tactics, and post-deal evaluation; and the power of persuasive communication in negotiations. This is an ebook version of the AMA Self-Study course. If you want to take the course for credit you need to either purchase a hard copy of the course through [amaselfstudy.com](#) or purchase an online version of the course through [flexstudy.com](#). Author: LUECKE, Richard A. Publisher: AMA Self-Study Illustration: N Language: ENG Title: Best Practice Workplace Negotiations: Ebook Edition Pages: 00162 (Encrypted EPUB) / 00162 (Encrypted PDF) On Sale: 2010-03-17 SKU-13/ISBN: 9780761214793 Category: Business & Economics : Skills Category: Business & Economics : Business Communication - General

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