

Negotiation by the Book: 101 Ageless Principles Made Practical (Paperback)



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Reviews

Completely essential read publication. I am quite late in start reading this one, but better then never. You wont truly feel monotony at at any moment of your time (that's what catalogs are for regarding should you question me).

(Nels Runte IV)

NEGOTIATION BY THE BOOK: 101 AGELESS PRINCIPLES MADE PRACTICAL (PAPERBACK)

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Createspace, United States, 2011. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Negotiation is a key skill in life and in the marketplace. Every one gets involved in negotiation and oftentimes without being aware of it. Every business transaction requires negotiation. After more than 10 years working as a negotiator for telecom services for a Fortune 500 company, the author realized that the majority of the principles and practice he used that worked have already been written long ago in the Holy Bible. From the book of Genesis to Revelation, there are examples of negotiations, both good and bad. Very few of these principles are discussed in negotiation books available today. How do they correlate and align to real life negotiations? The author also spends his time ministering as a lay pastor preaching and sharing the Word of God and the Kingdom of Heaven. One day, the Holy Spirit just lighted into his heart the idea to combine both his passions, supplier negotiation and Bible principles, into a simple devotional-like book. This book has been written from the buyer's point of view in negotiation with suppliers. It presents the biblical nuggets for: - * Strategy and preparation * Negotiation dynamics * Contracts and agreements * Supplier management * Quality and performance Man relate to rules but God rules by relationship. It is not the other way around! There is no such thing as a real win-win in negotiation, only an alignment of expectations!.



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