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vacationing couple gets on a flight that has left the gate 5 million more for a small business a billion dollars at a big one based on thirty years of research among forty thousand people in sixty countries wharton business school professor and pulitzer prize winner stuart diamond shows in this unique and revolutionary book how emotional intelligence perceptions cultural diversity and collaboration produce four times as much value as old school conflictive power leverage and logic as negotiations underlie every human encounter this immediately usable advice works in virtually any situation kids jobs travel shopping business politics relationships cultures partners competitors the tools are invisible until you first see them then they re always there to solve your problems and meet your goals

ao ler este resumo o senhor aprenderá como se tornar um bom negociador a fim de atingir facilmente seus objetivos o senhor aprenderá também como conseguir o que deseja mesmo quando isso lhe pareça impossível criar parcerias de longo prazo conseguir mais do que o senhor pede negociar sem que outros percebam transformar os problemas em oportunidades o senhor está tendo problemas para conseguir o que quer se sim não se preocupe há técnicas que o senhor pode aprender rapidamente para melhorar negociar não é só para os empresários todos várias vezes ao dia é provável que negociem alguma coisa seja para conseguir uma entrevista de emprego para causar boa impressão numa noite romântica para ter uma boa mesa num restaurante ou simplesmente para que seus filhos lhe obedçam a negociação está em toda parte infelizmente ninguém lhe ensina como fazer isso corretamente companies can both serve society and create profit this book shows how based on rigorous evidence and an actionable framework

al leer este resumen aprenderá a convertirse en un buen negociador para alcanzar fácilmente sus objetivos también aprenderá a conseguir lo que quiere incluso cuando parece imposible crear asociaciones a largo plazo conseguir más de lo que pide negociar sin que los demás se den cuenta convertir los problemas en oportunidades tiene problemas para conseguir lo que quiere si es así no se preocupe hay técnicas que puede aprender rápidamente para mejorar la negociación no es sólo para los hombres de negocios todo el mundo varias veces al día suele negociar algo ya sea para tener éxito en una entrevista de trabajo para causar una buena impresión en una velada romántica para tener una buena mesa en un restaurante o simplemente para que sus hijos le obedezcan la negociación está en todas partes desgraciadamente nadie le enseña a hacerlo

correctamente negosiasi ada dalam setiap perjumpaan manusia tetapi kebanyakan orang melakukannya dengan tidak mulus dalam beberapa kasus negosiasi yang tersendat dan menemui jalan buntu berakhir secara fisik entah ketika itu berurusan dengan anggota keluarga atau kompetitor bisnis mereka yang gagal bernegosiasi umumnya lebih menaruh fokus pada kekuasaan dalam buku yang revolusioner ini stuart diamond memaparkan tentang cara cara yang lebih elegan spesifik dan praktis dalam bernegosiasi dengan orang lain seluruh perangkat negosiasi tersebut disampaikan melalui kisah kisah inspiratif mulai dari pengalaman sepasang kekasih yang hampir saja ketinggalan pesawat hingga seorang perempuan yang berhasil melepaskan diri dari pernikahan yang sudah diatur tidak ketinggalan juga berbagai pengalaman negosiasi bisnis pada setiap halamannya kebijaksanaan kebijaksanaan negosiasi konvensional digugat daripada mencari solusi win win menurutnya kadang kala lebih masuk akal menerima kekalahan hari ini demi mendapatkan kemenangan hari esok menekuni buku ini beberapa jam saja telah memberi manfaat yang sungguh masif untuk bernegosiasi dalam bidang apa pun stephanie camp senior digital strategy microsoft selama ini saya berhasil menggunakan perangkat perangkat yang diajarkan stuart diamond nana murugesan global strategist samsung sarana paling berharga sepanjang lima belas tahun karier saya dalam penjualan pemasaran dan pengembangan bisnis sandeep sawhney director of business development the weather channel keahlian negosiasi yang sungguh inspiratif dan merupakan yang terbaik yang pernah saya terima al weber regional sales manager eli lilly

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