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THE ART OF NEGOTIATION: HOW TO IMPROVISE AGREEMENT IN A CHAOTIC WORLD

BRILLIANCE AUDIO, United States, 2013. CD-Audio. Book Condition: New. abridged edition. 140 x 127 mm. Language: English . Brand New. Michael Wheeler has written a new business classic. He presents powerful negotiation strategies and techniques for managers in any industry. Henry McGee, former president, HBO Home Entertainment A member of the world-renowned Program on Negotiation at Harvard Law School introduces the powerful next-generation approach to negotiation. For many years, two approaches to negotiation have prevailed: the win-win method exemplified in...

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- Authored by Lecturer in Philosophy Michael Wheeler
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