

# Good Deal Bad Deal

Kunstgriffe in der Verhandlung



Murat Pascal G. Dursun  
Barbara Schott

Kreutzfeldt digital

# Good Deal Bad Kunstgriffe Verhandlung

**Kathleen Armour**



## **Good Deal Bad Kunstgriffe Verhandlung:**

**Good Deal - Bad Deal** Murát Pascal G. Dursun, Barbara Schott, 2015-07-24 Sie interessieren sich für die Kunstgriffe in der Verhandlung Die Beherrschung der Kunstgriffe in der Verhandlung ist ein Garant für Good Deals Damit sind in diesem Buch Verhandlungen gemeint an deren Ende das für Sie optimale Ergebnis steht mit dem aber auch Ihr Verhandlungspartner zufrieden ist Der praxisnahe Ratgeber erklärt unter anderem wie man NLP in Verhandlungen richtig einsetzt und auf diese Weise einen Good Deal herausholt Wie oft rufen wir uns das uns im entscheidenden Augenblick die Kompetenz gefehlt hat obwohl wir die Situation im Nachhinein als gar nicht so schwer einschätzen Trotzdem lief etwas schief und ein Bad Deal war die Folge Murát Pascal G Dursun und Professor Dr Barbara Schott die Autoren dieses Ratgebers unterstützen ihre Kunden seit vielen Jahren praxisnah in schwierigen Verhandlungssituationen Ihre zentrale Botschaft Auch aus aussichtslos erscheinenden Verhandlungen können Sie als Gewinner hervorgehen Und was noch wichtiger ist auch Ihr Verhandlungspartner muss kein Verlierer sein sondern kann sich als weiteren Gewinner erleben In der Champions League der Verhandlungsführung ist das Ziel ein Good Deal als Ergebnis auf beiden Seiten **Good Feelings - Bad Feelings** Heike Weick, Barbara

Schott, 2015-11-19 Der Mensch macht sich Bilder von der Welt und diese inneren Bilder sind immer mit Gefühlen und Emotionen verbunden Verändern wir diese inneren Bilder so verändern wir zugleich unsere Gefühle und Emotionen dazu Hier setzt Good Feelings Bad Feelings an Das Buch zeigt wie sich mit überraschend einfachen Mitteln Good Feelings mobilisieren lassen und das auch in schwierigen Lagen Dieses Handbuch kann Leserinnen und Leser dabei unterstützen eingefahrene Verhaltensmuster zu verlassen Leicht verständlich und praxisnah beschreiben die Autorinnen Alltagssituationen und zeigen wie erlebte negative Gefühle in positive Gefühle umgestaltet werden können Die angewandten Techniken schildern sie anschaulich und für jedermann verständlich Das Buch enthält viele praktische Übungen und Hilfestellungen Bereichert wird es durch handgezeichnete Illustrationen die Heike Weick in ihren NLP Ausbildungen und Seminaren verwendet Das handliche Format lädt dazu ein ohne Umschweife die Tipps auszuprobieren und in den eigenen Alltag zu integrieren Verhandlungen

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