

1. SER INTELIGENTE ES MEJOR QUE SER AGRESIVO (O QUE SER COMPLACIENTE)
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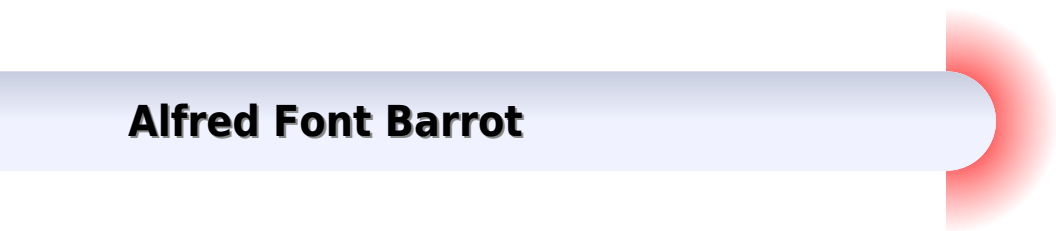
LAS 12 LEYES DE LA NEGOCIACIÓN

O ERES ESTRATEGA O ERES INGENUO
ALFRED FONT BARROT

7. EL MIEDO AL SILENCIO AMENAZA SERIAMENTE A TU SALUD 8. LOS TRUCOS SUCIOS SE LAVAN EN CASA Y FUERA DE CASA 9. LAS TRAMPAS DECISIONALES CAPTURAN TU MENTE 10. UNO CEDE PORQUE CREE QUE EL OTRO NO CEDERÁ 11. EL PODER NEGOCIAL RESIDE EN LAS ALTERNATIVAS 12. SI TE ENTRENAS, ES MUY FÁCIL

Las 12 Leyes De La Negociacion O Eres Estratega O Eres Un Ingenuo

Alfred Font Barrot



Las 12 Leyes De La Negociación O Eres Estratega O Eres Un Ingenio:

Las 12 leyes de la negociación Alfred Font Barrot, 2013-03-21 Ser estratega no es lo opuesto a ser sincero ni a ser honesto o decente Ser estratega es lo opuesto a ser ingenuo Las buenas intenciones también deben ser administradas con inteligencia La negociación es una herramienta consustancial al ser humano en la política en el trabajo y en las relaciones personales Y saber negociar no consiste en ser una persona dura o avasalladora ni en controlar emocionalmente una situación Basta con emplear planteamientos estratégicos constructivos Este libro desvela la esencia común de todo tipo de negociación y establece unos principios universales y prácticos que se ilustran con sucesos y situaciones reales extraídos de la historia de la literatura y del mundo de la empresa Negociar con éxito no resulta una tarea difícil Es cuestión de practicar aplicando las 12 leyes que invariablemente determinan toda negociación y que parten del principio de que ser inteligente es mejor que ser agresivo Estas leyes constituyen una valiosa fuente de inspiración cuando Alfred Font expone de manera brillante los casos en que fueron aplicadas bien o ilustra aquellos en que no las tuvieron en cuenta y sus consecuencias

Las 12 leyes de la negociación Alfred Font Barrot, 2013 La negociación es una herramienta consustancial al ser humano en la política el trabajo y en las relaciones personales Y saber negociar no consiste en ser una persona dura o avasalladora ni en controlar emocionalmente una situación Basta con emplear planteamientos estratégicos constructivos Este libro desvela la esencia común a todo tipo de negociación y establece unos principios universales y prácticos que se ilustran con sucesos y situaciones reales extraídos de la historia la literatura y del mundo de la empresa Negociar con éxito no resulta una tarea difícil Es cuestión de practicar aplicando las 12 leyes que invariablemente determinan toda negociación y que parten del principio de que ser inteligente es mejor que ser agresivo Tomado de la contracubierta del libro *NEGOCIAR SIN SUDAR, CÓMO GANAR EN TUS NEGOCIACIONES SIN ESTRÉS, NI ANSIEDAD* CARLOS PORCEL SASTRÍAS, 2024-08-24 **EL NICO LIBRO DE NEGOCIACIÓN QUE TE ENSEÑA A PREPARAR IMPACTAR Y CERRAR A TRAVÉS DE MÁS DE 50 HERRAMIENTAS PASO A PASO** En Negociar Sin Sudar encontrarás las herramientas y estrategias esenciales para abordar cualquier negociación con la confianza y tranquilidad que necesitas para triunfar Esta guía práctica y dinámica te acompaña paso a paso para enfrentar tus negociaciones diarias sin estrés ni ansiedad A lo largo de sus cuatro capítulos dominarás la Tabla de Negociación Dinámica una poderosa herramienta que te ofrece más de 50 técnicas para convertirte en un negociador de alto impacto Además a través de ejercicios prácticos aprenderás a manejar las herramientas clave de comunicación y negociación con maestría El libro también te prepara para el éxito con la Ficha de Formulación diseñada para planificar negociaciones efectivas Con decenas de consejos frases poderosas y recomendaciones prácticas potenciarás tus habilidades y alcanzarás la tranquilidad la templanza y el control en todas tus futuras negociaciones Negociar Sin Sudar es tu oportunidad para descubrir tu verdadero potencial incluso si creías saberlo todo No dejes pasar la oportunidad de transformar tu enfoque y asegurar el éxito en cada negociación

Whispering the Secrets of Language: An Psychological Journey through **Las 12 Leyes De La Negociacion O Eres Estratega O Eres Un Ingenio**

In a digitally-driven earth wherever monitors reign great and quick communication drowns out the subtleties of language, the profound secrets and emotional nuances concealed within phrases frequently go unheard. However, situated within the pages of **Las 12 Leyes De La Negociacion O Eres Estratega O Eres Un Ingenio** a charming fictional treasure sporting with fresh thoughts, lies an exceptional quest waiting to be undertaken. Penned by a skilled wordsmith, that enchanting opus encourages visitors on an introspective trip, gently unraveling the veiled truths and profound influence resonating within the fabric of each word. Within the mental depths of this emotional review, we can embark upon a honest exploration of the book is key subjects, dissect its fascinating publishing model, and fail to the effective resonance it evokes strong within the recesses of readers hearts.

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