

Los 10 Mandamientos de la Negociación: En Compras y Ventas (Spanish Edition)

Carlos Conde

Los 10 Mandamientos De La Negociacion En Compras Y Ventas Spanish Edition

Carlos Conde



Los 10 Mandamientos De La Negociacion En Compras Y Ventas Spanish Edition:

Los Diez Mandamientos de la Negociación Carlos Conde, 2006-12-01 Este libro va mucho más allá de las técnicas que otros han escrito sobre este tema Los diez mandamientos de la negociación es un patrón para obtener los resultados deseados en toda negociación Un arma poderosa para todo profesional en el mundo de los negocios pero indispensable para aquellas personas involucradas en el mundo de ventas y compras Este libro analiza ambos lados de la moneda sirviendo como una espada y escudo para asegurar el éxito en sus negociaciones Adicionalmente cada capítulo contiene un aviso para asegurar que los peligros inherentes de cada técnica sean evitados Abarcando los aspectos más importantes de las negociaciones en compra venta este libro le enseñará cómo Aumentar su utilidad en cada negociación Descubrir las limitaciones de la otra parte Negociar desde una posición de poder Planificar para toda negociación Identificar las técnicas que usa la otra parte Evitar los peligros potenciales Dar menos mientras que deja a la otra parte más satisfecha Mantener sus presiones ocultas de la otra parte Usar el tiempo como un arma en cada negociación Desarrollar una estrategia ganadora *Libros españoles en venta, ISBN ,1995* **Libros españoles en venta** ,1995 [Los 10 mandamientos del vendedor](#) ,

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