



How to Negotiate Better Deals

By Jeremy G. Thorn

Jaico Publishing House, Delhi, India. Softcover. Book Condition: New. Personality Negotiating is a behavioural approach that enables you to use your natural communication and observation abilities to better understand others negotiating styles. Tom Anastasi through this book How to Negotiate with Different Types of Personalities offers hundreds of case histories, enlightening speeches and specific dialogue. He shows you how to determine each personality type and turn anyone you meet into an easy-to-satisfy negotiator. Printed Pages: 216.



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