

Michael Lebeau - Negotiation winning more than money

Learn the key skills from this negotiations master and NLP co-developer. Learn the four determinants in any negotiation: how to establish negotiation criteria, how to use time, how to expand a negotiation, how to change the emotional intensity in, and how to create value. Much more than a list of rules or observations of an experienced negotiator, this model teaches you how to think like an expert negotiator.

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	CD14		...	96.9 MB
	CD13		...	133.8 MB
	CD12		...	130.7 MB
	CD11		...	132.5 MB
	CD10		...	134.3 MB
	CD9		...	129.4 MB
	CD8		...	131.4 MB
	CD7		...	134.5 MB
	CD6		...	141 MB
	CD5		...	136.1 MB
	CD4		...	133.8 MB
	CD3		...	133.8 MB
	CD2		...	133.1 MB
	CD1		...	135.1 MB
14 folders				1.8 GB