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David Oliver | Third Edition

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Negotiation Excellence: Successful Deal Making Michael Benoliel,2011-03-22 Negotiation Excellence Successful Deal Making was written by leading negotiation experts from top rated universities in the USA and in Asia and its objective is to introduce the readers to the theory and best practices of effective negotiation The book includes chapters ranging from preparing and planning well for successful negotiations building relationships and establishing trust between negotiators negotiating creatively to create mutual value and win win understanding and dealing with negotiators from different cultures and to managing ethical dilemmas In addition to emphasizing the link between theory and practice Negotiation Excellence Successful Deal Making includes deal examples such as Renault Nissan alliance mega merger between Arcelor and Mittal Steel Kraft Foods acquisition of Cadbury PLC Walt Disney Company s negotiation with the Hong Kong government and Komatsu a Japanese firm s negotiation with Dresser an American firm How to Negotiate Effectively David Oliver,2011 A practical accessible book which looks at the vital principles of good negotiation that can result in improved business performance and better business relationships **Successful Project Management** Trevor Leonard Young,2006 Project management has become an area of interest in all types of organization and the skills required are recognized as highly desirable at all levels The role of project manager requires maintaining a balance between the demands of the customer project team and the organization This provides a real challenge in the fields of time management and prioritization Successful Project Management will enable any manager to significantly raise the probability of success with their projects and contains practical and well tested techniques This step by step guide will help you with project conception and start up managing project stakeholders managing risks project planning project launch and execution closure and evaluation Complete with checklists and specific guidance notes this essential book covers the entire project management process and will improve your chances of success **Successful Presentation Skills** Andrew Bradbury,2006 A good presentation involves effective communication and is essential for business success This guide addresses the common problems people face overcoming nerves handling visual aids and shaping the presentation itself **How to Develop and Promote Successful Seminars and Workshops** Howard L. Shenson,1990 A complete guide to succeeding in today s burgeoning seminarbusiness from developing a program and market testing to pricing promotion advertising and more How to Develop PromoteSuccessful Seminars Workshops The adult educationbusiness seminars workshops classes conferences is one of thefastest growing industries in the country and for many extremelyprofitable Now Howard Shenson shares proven effective research based strategies responsible for filling more than onemillion seminar seats to allow anyone with marketable

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Negotiate for Success Juliet Nierenberg,Irene Ross,2003-02 Offers practical suggestions and step by step directions to improve negotiating abilities including tips on dealing with confrontation breaking a deadlock and creating a win win situation for all parties

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