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NEGOTIATING IN THE REAL WORLD - GETTING THE DEAL YOU WANT





Fireside, New York, 1999. Soft Cover. Book Condition: New. First Thus. $5\text{-}1/2 \times 8\text{-}1/2$ ". 1999 paperback book . BRAND NEW from 1999 publisher . Never opened , Never owned . Please note, this last one has a feltpen dot bottom edge . still Nice Clean Gift Giving quality . 189 pages . Sharpen your negotiating skills for every situation . and get the results you want . shown with numerous anecdotes and examples from real-life situations . business negotiation ,...

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- Authored by Gotbaum, Victor
- Released at 1999



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