



Artful Negotiation in a Global Economy: Winning the Negotiating Game (Winning the Negotiating Game) [UNABRIDGED]

By Cohen, Herb

New Millennium Audio, 2001. Audio Cassette. Book Condition: New. Unabridged Edition. New Millennium Audio 2001 Unabridged Edition New/ In publisher's shrink wrap. DescriptionEmploying geocentric perspective, Herb shows you how others often see ing as an enriching social exchange akin to an art form. He takes you through the dance, adding his own experiences en route to the final analysis and contrapuntal suggestion. Cohen's experiences teach you how and why negotiating is a critical life skill.



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