

Never Take No for An Answer PDF



A Guide to Successful Negotiation

SECOND EDITION

SAMFRITS LE POOLE

by by Samfrits Le Poole : **Never Take No for An Answer**

ISBN : #0749403845 | Date : 1991-01-01

Description :

PDF-47720 | "Never Take No For an Answer" is directed towards the professional negotiator as well as anyone else who once in a while has to negotiate. And who does not? Provided with practical suggestions, recommendations, warnings and information on the dos and don'ts of the negotiating process, the reader gains valuable insight into what happens at the negotiating table. Interspersed with many real-life exa... *Never Take No for An Answer*

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