

General higher education 12th Five-Year Plan of good teaching economics and management professional Textbook Series: Business Negotiation(Chinese Edition)



Paperback. Pub Date: 2012 Jun Pages: 292
Language: Chinese in Publisher: Science Press Business negotiations professional basic course of the economic management of professional and international trade specialized professional courses. Regular higher education 12th Five-Year Plan good teaching economics and management professional Textbook Series: Business Negotiation is divided into 11 chapters. the main contents include the theory of business negotiations. business negotiation preparations. the basic procedures for business negotiations. business negotiation strategy language skills for business negotiations. countries and cultural differences and negotiating style. deadlock handling business negotiations. business negotiations risk aversion. business negotiations classic case of appreciation. Regular higher education 12th Five-Year Plan good teaching economics and managem...

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