



The First Move: A Negotiator's Companion

By Alain Lempereur, Aurelien Colson, Michele Pekar

John Wiley and Sons Ltd. Hardback. Book Condition: new. BRAND NEW, The First Move: A Negotiator's Companion, Alain Lempereur, Aurelien Colson, Michele Pekar, "Time management is essential for successful negotiations. This book helps you do first things first." - Jeanne Brett, DeWitt W. Buchanan, Jr. Professor of Dispute Resolution and Organizations, Kellogg School of Management, and Director of the Dispute Resolution Research Center "This book brings a breakthrough method to lead efficient negotiations." -Yann Duzert, Professor, Foundation Getulio Vargas, Brazil "Even if you only implement 5# of this method, your clients will find you more attentive to their needs." -John Wong, Senior Partner, The Boston Consulting Group, Hong Kong Office "A one-of-akind and most welcome companion for negotiators. It offers a learner-friendly distillation of tested ideas and good practices." -Pierre Debaty, Head of the Brussels Training Office, European Parliament "Drawing on their extensive experience in over 50 countries, the authors provide the best of Anglo-Saxon and continental Europe negotiation approaches." -AJR Groom, University of Kent at Canterbury "Whether you negotiate abroad or in your home country, this book is a must." -Tetsushi Okumura, Professor, Nagoya City University, Graduate School of Economics "Many former enemies started thinking and acting differently after having...



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Nancy Clancy, Super Sleuth Fancy Nancy

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