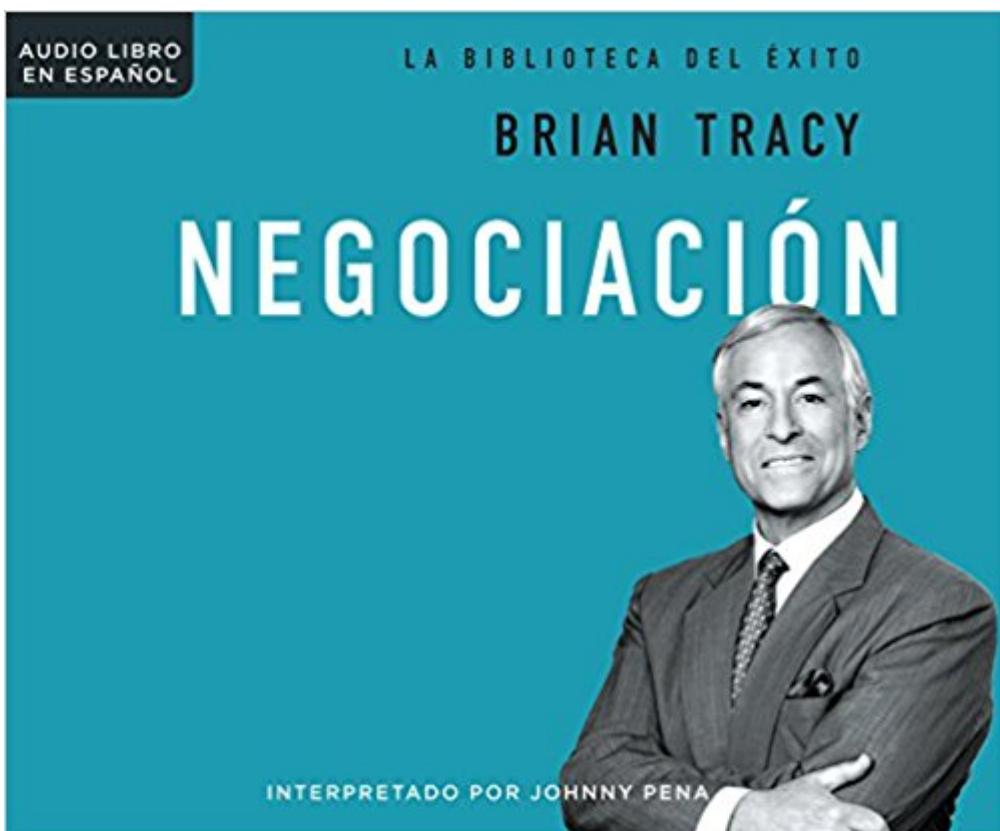


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Negociacion (Negotiation) (The Brian Tracy Success Library) (Spanish Edition)



Synopsis

Negotiation is an essential element of almost all of our personal and professional interactions. It's part of how we establish relationships, work together, and arrive at solutions for our clients, our organizations, and ourselves. Simply put, those who don't negotiate well risk falling victim to those who do, and smart negotiation can save you time and money, contributing substantially to your success. With the help of success expert Brian Tracy-a man who has negotiated millions of dollars worth of contracts-you can become a master negotiator, taking control of your life and success. This practical, portable guide puts the power of negotiation right into your hands, teaching you how to effectively and successfully negotiate through its lessons on the utilization of the six key negotiating styles, the development of win-win outcomes, the use the power of reciprocity, and more!

Book Information

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Customer Reviews

Brian Tracy is the chairman and CEO of Brian Tracy International. As a keynote speaker and seminar leader, he addresses more than 250,000 people each year. He is the bestselling author of more than fifty books that have been translated into dozens of languages. Johnny Pena is a Spanish voice actor from the Valle del Cauca in Colombia who works on radio commercials, institutional narration, and audiobooks. He began voice acting by imitating the voices from television shows such as Bonanza and Wonder Woman and, since moving to the US in 2005, has recorded voiceover for clients such as Ryobi, Home Depot, HarperCollins, and Edson Films.

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