

The Negotiation Steve Gates

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Title: The Negotiation Book; Author(s): Steve Gates; Release date: December 2015; Publisher(s): Wiley; ISBN: 9781119155461

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About Steve Gates Steve Gates, founder and CEO of The Gap Partnership, the world's leading negotiation consultants, helps you to understand the dynamics and strategies of commercial negotiation, and tap into the psychology, tactics and behaviors that will give you the advantage in any negotiation situation.

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Steve Gates To make sense of how different approaches to negotiation could serve us, and because each negotiation presents a unique challenges, I developed a model called the Negotiation Clock Face.

~~Chapter 2 The Negotiation Clock Face — The Negotiation ...~~

Steve Gates. 3.68 · Rating details · 136 ratings · 10 reviews. Negotiation is one of the most important skills in business. Fact. No other skill will give you a better chance of optimising your success and your organisation's success.

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