



Besser verhandeln: Das Trainingsbuch (Dein Erfolg) (German Edition)

Jutta Portner

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Überlassen Sie es nicht denjenigen, die in Verhandlungsführung geschult sind, den besseren Deal zu machen. Lassen Sie sich nicht mehr über den Tisch ziehen durch dominante Verhandler. Verhandeln Sie zukünftig professionell und erkennen Sie Manipulationen.

Jutta Portner ist internationale Verhandlungsexpertin. Sie zeigt die neuesten und zeitgemäßen Verhandlungstechniken anhand vieler Beispiele und Übungsmöglichkeiten.

Das Buch unterscheidet sich von herkömmlichen Verhandlungsbüchern durch praktische Übungen und den Ansatz des Selbsttrainings.



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