

# La Magia De La Negociacin Alex Dey

**IM Harris**

*La magia de negociar* Alex Dey, 2002

*Coaching de Excelencia* Mario Chew Santana, 2019-01-31 El papel de un Coach o formador es el de ayudar a las personas a descubrir lo que el éxito en la vida significa para ellas así como a lograrlo. Si está en búsqueda de una emocionante carrera en la cual ayude a los demás a tener éxito, entonces Coaching de Excelencia es el libro correcto. Ahora todo lo que necesita son las mejores herramientas y recursos disponibles para iniciar su empresa de Coaching creando así una vida llena de satisfacciones personales y profesionales. Este programa es un camino probado hacia el éxito creado por Coaches para Coaches. Coaching de Excelencia está organizado para brindarle eficiencia y efectividad por lo que usted dispondrá de una ruta clara desde el principio, concluirá en el menor tiempo posible y contará con las herramientas para comenzar una exitosa carrera como Coach ganando el dinero que se merece desde un inicio. La autenticidad, la integridad, el compromiso con el éxito y el conocimiento del negocio hacen de Coaching de Excelencia un compendio completo de material de capacitación en el campo del Coaching actual.

¡Disfruta negociando! Francesc Roca i Ferrer, 2016-01-18 El objetivo de este libro es ayudar a cualquier persona a descubrir los secretos de la alta negociación, desde la más sencilla hasta las más duras y complicadas. La historia está basada en diversas negociaciones reales que el autor ha tenido la oportunidad de vivir como asesor y negociador activo, recogidas y unidas en un relato de ficción. Podréis descubrir la gran importancia de la preparación; las diferentes reacciones, actitudes y roles que suelen adoptarse por los negociadores; cómo ir siempre un paso por delante del oponente; el difícil arte de preguntar y escuchar; cómo poder conducir la negociación y llevarla a nuestro terreno; las técnicas más exitosas para la negociación dura y conseguir el SI del otro. Jamás ha sido mi intención la de publicar una serie de recetas mágicas. Os prometo que nunca funcionan. Lo que este libro pretende es introducir al lector en la parte ilógica del comportamiento de los seres humanos, causa principal de la ruptura de la comunicación y del fracaso de muchas negociaciones.

*Caretas* ,2012

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