

Obtenga El Si Gratis

Lei Huang

Obtenga el sí Roger Fisher, William Ury, Bruce Patton, 2011 Esta obra de referencia fue publicada hace más de dos décadas, y desde entonces, ha sido traducida a más de treinta idiomas y ha vendido cerca de ocho millones de ejemplares. Sus autores son los responsables del Harvard Negotiation Project (Proyecto Harvard de Negociación), la principal referencia académica mundial en el estudio de la resolución de conflictos. Obtenga el sí es un libro imprescindible para afrontar cualquier tipo de negociación, ya sea profesional o personal y contiene métodos, paso a paso, para lograr acuerdos en conflictos de cualquier índole: familiares, vecinales, empresariales, laborales e incluso políticos. Nos enseña cómo:

- Discernir entre los problemas y los asuntos personales.
- Centrarse en el interés mutuo y no en la posición de partida.
- Generar opiniones de consenso.
- Superar puntos de vista muy discrepantes. Asimismo, da respuestas eficaces a las preguntas más habituales que surgen a lo largo de una negociación:
- ¿Qué pasa si la otra parte es más poderosa?
- ¿Qué sucede si no se presta a seguir el juego?
- ¿Cómo respondemos si utiliza trucos sucios?

Guia Del Consumidor 2007: Proteja A Su Familia, Verano de 2007, (SPANISH), 2007

Tax Related Financial Products Can be Costly United States. Congress. Senate. Committee on Homeland Security and Governmental Affairs. Permanent Subcommittee on Investigations, 2005

Bulletin of the International Bureau of the American Republics, 1906

Bulletin of the Pan American Union Pan American Union, 1906

Monthly Bulletin of the International Bureau of the American Republics, International Union of American Republics, 1906

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Guia Del Consumidor 2009: Proteja a Su Familia, Verano de 2009 ,2009

Tus fotos no se venden solas Rafa Rodero,2020-07-01 ¿Conoces a otros fotógrafos de tu entorno con trabajos similares que vendan más que tú? Si has respondido afirmativamente, el problema no son tus fotos, sino cómo las comunicas, cuándo y a quién. La mejor manera de afrontar y mejorar esta situación es que empieces a considerar la fotografía como un verdadero negocio. En este libro aprenderás los principales conceptos, estrategias y herramientas de marketing, ventas y gestión que te permitirán obtener un trabajo sostenible como fotógrafo profesional. Deja de depender solo del boca a boca y retoma el control de tu trabajo para generar un flujo constante de clientes sin entrar en ninguna guerra de precios. No importa si quieres vivir de la fotografía o llevas más de veinte años haciéndolo; el objetivo de esta obra es ahorrarte tiempo de prueba y error, aplicando lo que funciona hoy en día para conseguir más y mejores clientes. Para que compruebes que esto es posible, al final del libro podrás ver algunos ejemplos de fotógrafos en activo de diferentes niveles, especialidades y edades que lo han conseguido. Pero cuidado, no hay fórmulas mágicas. Tendrás que trabajar, ser constante, probar acciones diferentes y tener la actitud adecuada para poner en práctica lo que a veces el 99% de fotógrafos no está dispuesto a hacer por miedo, pereza o desconocimiento. El secreto no está en trabajar más duro, sino de forma más inteligente. ¿Aceptas el reto?

Sugar ,1914

Guía del consumidor : proteja a su familia ,2007

Illustrated Catalog of Public Information Materials United States. Bureau of Old-Age and Survivors Insurance,1962
Administre Sus Finanzas Colin Barrow,2002

XVI Congreso Panamericano de Ferrocarriles Pan American Railway Congress Association. Congress, 1984

Español Para la Vida Zena Moore,2014-11 A Complete Spanish course for the Caribbean This popular Spanish course has an up-to-date communicative approach that will help students to learn to use the language in everyday situations. This book has the following important features: Emphasis is given to all the language skills, including culture Grammar structures are introduced and recycled in natural real-life situations Pronunciation practice is included in every chapter Caribbean Spanish-speaking contexts make learning relevant and practical Book 4 is written for students preparing for the CXC examination in Spanish. It provides opportunities for students to revise and practice their speaking, reading and writing skills in context specifically modelled on the CXC test formats.

Developing Writing Skills in Spanish Javier Muñoz-Basols,Yolanda Pérez Sinusía,Marianne David,2012-04-27 Developing Writing Skills in Spanish provides intermediate and advanced level students with the necessary skills to become competent and confident writers in the Spanish language. With a focus on writing as a craft, Developing Writing Skills in Spanish offers a rich selection of original materials including narrative texts, expository essays, opinion pieces and newspaper articles. Each chapter covers a specific kind of writing and is designed to help tackle the material in small units. The book aids students in crafting clear, coherent and cohesive manuscripts by means of guided practice and step-by-step activities. Key features: Guidance on how to structure a variety of texts: narrative, descriptive, expository, argumentative, academic, journalistic, legal and scientific. Sequenced exercises on style, writing conventions, word choice, syntax and grammar. Reference lists and tables with specialized vocabulary, transition words and other useful expressions. Strategies and tips for planning manuscripts, brainstorming ideas, vocabulary enrichment, editing and proofreading. Includes original samples, as well as fragments from newspapers, well-known literary works and essays by notable Hispanic authors and journalists. Website with additional activities to reinforce the content of each chapter and a teacher's guide with valuable support materials at: www.developingwritingskills.com Designed as a classroom text, self-study material or simply as a resource on writing, Developing Writing Skills in Spanish is the ideal supplement for all intermediate to advanced students of Spanish.

EL LIBRO DE JUEGOS DE NEGOCIOS LEY Edward Dumas,2020-06-10 En esta guía, el autor Edward Dumas publica una década de experiencia en litigios comerciales, investigación paralegal y una colección de las formas legales más importantes para operar una corporación legítima. Esta guía es el libro más completo sobre cómo iniciar, administrar y estructurar una empresa o corporación, con énfasis en California, utilizando una variedad de formas legales, cartas y formatos de muestra. Esta guía es el manual perfecto que contiene formularios para acreedores, clientes, accionistas, directores y asistentes. Más de 300 páginas de formularios comerciales, leyes y regulaciones necesarias para navegar, iniciar y obtener ganancias en el

entorno legal empresarial corporativo actual. Una guía perfecta sobre cómo utilizar el popular método IRAC, revisión del sistema federal estadounidense, doctrinas y prácticas actuales.

La transformacion total de su dinero Dave Ramsey,

Guía del consumidor 2007 ,2007

El impuesto federal sobre los ingresos para personas físicas ,2010

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