



Les Cles de la Negociation Efficace: Les Points Essentiels Avec Des Exemples Concrets Pour Reussir Une Negociation Commerciale ! (Paperback)

By Victor Cabrera

Createspace Independent Publishing Platform, 2015. Paperback. Condition: New. Language: French . Brand New Book ***** Print on Demand *****. Les Cles de la Negociation Efficace - ** BEST SELLER AMAZON KINDLE categorie Marketing et publicite ** Découvrez les points essentiels (avec des exemples concrets) pour reussir une negociation commerciale. Ou comment aborder vos negociations commerciales avec les bonnes tactiques. Vous allez etre surpris de constater a quel point des reflexes simples mais utilises au bon moment, vont vous permettre de gagner en temps et en confiance, et surtout de garder la maitrise de votre negociation. Avez-vous deja vecu cette situation ou face a un prospect/client, vous vous etes senti en panique, les mains moites, la gorge seche. Votre interlocuteur prenant petit a petit le controle de la discussion et vous, vous ne savez plus comment rebondir, comment vous sortir de ce guet-apens dans lequel vous savez que vous etes tombe et dont vous ne pouvez plus vous extraire, si ce n est en faisant des concessions au-dela de vos possibilites ? Vous faites pourtant de votre mieux, vous avez une offre en laquelle vous croyez et pourtant, ca ne fonctionne pas ! Votre interlocuteur finit par prendre le dessus et...



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