



Einfach überzeugen: Die Minuten-Formel für Ihren Erfolg (German Edition)

Don Hutson, George H. Lucas

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Verhandeln müssen Sie sowieso – warum also nicht erfolgreich?

In Minutenschnelle überzeugen – nach dem Prinzip des Welterfolgs »Der Minuten-Manager«.

Endlich selbstbewusst verhandeln und die richtige Taktik für sich nutzen: Anhand praktischer Beispiele präsentieren die Autoren die wichtigsten Strategien, wie man in jeder Situation optimal punkten kann. Das Beste daran: Komplexe Zusammenhänge werden in kurzen und prägnanten Einheiten serviert, die man sich ganz leicht aneignen kann, um im richtigen Moment zu glänzen.

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