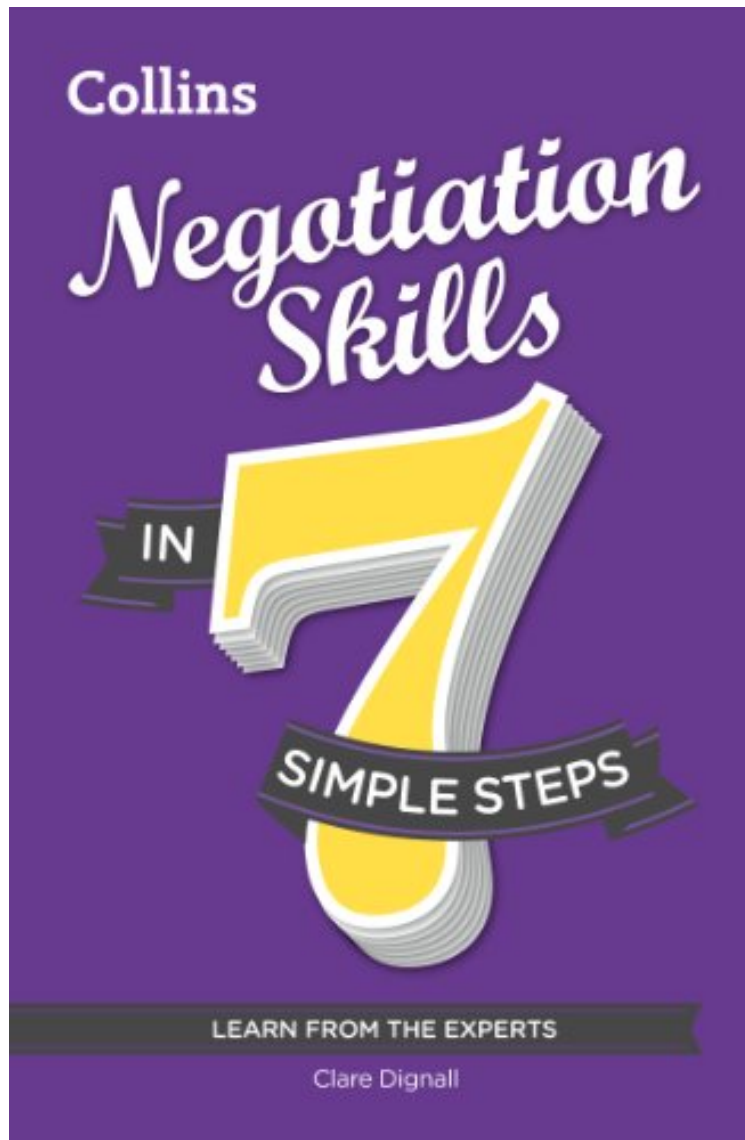


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Negotiation Skills in 7 simple steps

Clare Dignall

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7 simple steps to flawless negotiations A successful negotiation results in a win-win agreement for both parties. But where do you start if yoursqu;re up against people or organisations with conflicting objectives? Or people who are just downright difficult? Getting what you want requires determination and tact. You need to be assertive but know

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About the Author Clare Dignall has worked in both the public and private sectors, in established organizations and challenging start-ups.