



## **International Negotiations: Student's Book + 2 Audio CDs**



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# International Negotiations: Student's Book + 2 Audio CDs

*Mark Powell*

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112 Seiten

Über das Produkt

Drawing on inspirational advice from leading experts in negotiation, International Negotiations takes students through the entire negotiation process, from preparing to negotiate to closing the deal. The ten modules give learners the essential language, skills and techniques needed for successful negotiations and cover topics such as relationship-building, questioning techniques, decoding body language, bargaining and the powers of persuasion. Challenging role-plays and skill-building games further develop key negotiation and language skills, while the Key and Commentary provide valuable insights into all aspects of negotiating, including the importance of understanding cultural differences when negotiating.

Kurzbeschreibung  
Englisch für internationale Verhandlungenvon Mark PowellKurs für 15-20 Unterrichtsstunden zur  
Verbesserung des eigenen Verhandlungsgeschicks in englischer SpracheTraining grundlegender Fertigkeiten  
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