



El arte de negociar y persuadir

Allan Pease

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Presented in this guide to success are simple, field-tested strategies for improving negotiation and persuasion skills, building a business or network, and increasing income. Included are lessons for creating powerful presentations, tips on using body language and reading signals, and techniques for generating a positive image.

Se presentan en esta guía para el éxito estrategias sencillas y probadas para mejorar las habilidades de negociación y persuasión, comenzar y desarrollar una empresa o red de negocios, y aumentar los ingresos. Se incluyen lecciones para crear presentaciones poderosas, pistas en cómo usar el lenguaje corporal y leer sus signos, y técnicas para generar una imagen positiva.

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