

عنوان مقاله:

Identify and Neutralize Negotiation Tactics and Tricks

محل انتشار:

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خلاصه مقاله:

Developed and industrialized countries of the world, along with economic, scientific, technological and industrial progress, have also achieved significant progress in the development of the science and technology of negotiation, especially foreign and international negotiations. Nowadays, in international relations, even at the level of simple internal relations with others, it is not enough just to have the right and to be a researcher, but also to know the negotiation strategies and tricks and ways to deal with them, as well as to negotiate the right well and principles. Self and showing the right seat on the negotiating table is a key factor in achieving the goal.

کلمات کلیدی:

Negotiation Tactics, Negotiation Tricks, Neutralizing Negotiation Tricks

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