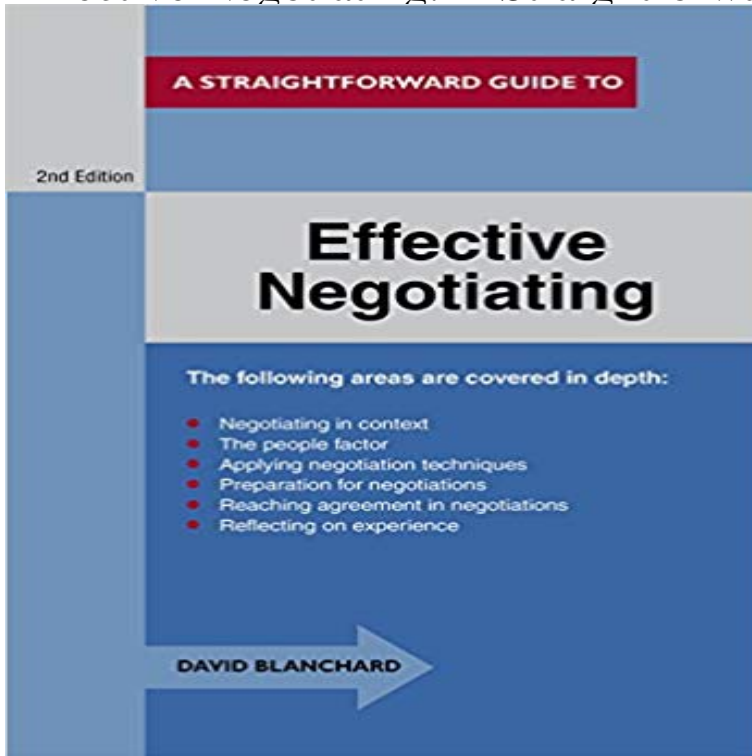


# Effective Negotiating: A Straightforward Guide



This revised edition of A Guide to Effective Negotiating substantially builds on the first edition in the light of changes in approach in this area, specifically changes introduced by the London Business School, incorporated by the Department for Innovation and Skills in their training schedule. The book is clear and concise and is intended for both the professional, the student or the layperson. It is ideal for anyone who wishes to develop their negotiating techniques and keep abreast of different schools of thought.

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