

mastering major account negotiating pdf

Integrative negotiation is also called interest-based, merit-based, or principled negotiation. It is a set of techniques that attempts to improve the quality and likelihood of negotiated agreement by taking advantage of the fact that different parties often value various outcomes differently. While distributive negotiation assumes there is a fixed amount of value (a "fixed pie") to be divided ...

Negotiation - Wikipedia

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Complexity - Wikipedia

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- Deal structure is going to impact your negotiating approach. There are several things you should look at as you lay out what the structure is. What are the objective criteria that exist and what are the assumptions you're making about the deal structure? Are there financial criteria that you're going to look at? Perhaps NPV or ROI or how much the deal is going to cost ...

Understanding the deal structure - lynda.com

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Join Bob McGannon for an in-depth discussion in this video What is project procurement?, part of Project Management Foundations: Procurement

What is project procurement? - lynda.com

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Business Planning | A Revolutionary Approach to Business

Goldman Sachs recommended reading list . The recommended Goldman Sachs reading list that we have compiled below (this is the list they hand out to incoming investment banking employees) is one of the most comprehensive finance reading list that probably exists.

Goldman Sachs recommended reading list | AskIvy

The Challenge. As B2B offerings become ever more commoditized, the subjective, sometimes quite personal considerations that business customers bring to purchasing decisions are increasingly important.

The B2B Elements of Value - Harvard Business Review

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