
GESTIÓN DEL CONOCIMIENTO

De entrada, diga no

**Las herramientas
que los negociadores
no quieren
que usted conozca**

JIM CAMP



EMPRESA ACTIVA

3ª edición

De Entrada Diga No

José Padín



De Entrada Diga No:

De entrada, diga no Jim Camp, 2004 Hace a os que el win win o el todos ganan representa el paradigma de la negociaci n empresarial el acuerdo justo para todas las partes No se lo crea Hoy d a no es m s que el mantra seductor usado por los negociadores m s duros a fin de comprometerle jugar con sus emociones y aprovecharse de su deseo de llegar a un acuerdo Este libro le ense a a comprender esas emociones a deso r los cantos de sirena y a centrarse en los comportamientos que puede y debe controlar a fin de negociar con los profesionales Los mejores negociadores No est n interesados en el s prefieren el no Jam s se apresuran y dejan que la otra parte se sienta segura y confiada Nunca se muestran necesitados aprovechan las necesidades del otro Crean dudas para poder hacer preguntas prestan atenci n a las respuestas y se aseguran de no tener falsas expectativas o suposiciones Nunca pierden el tiempo con gente que realmente no toma las decisiones De entrada diga no le presenta un sistema de negociaci n basado en decisiones para no volver a estar a merced de los dem s Nunca m s se sentir fuera de control Jam s se comprometer innecesariamente Nunca m s perder una negociaci n Si usted gestiona bien los principios y las pr cticas aqu expuestas se convertir en un negociador experto El libro de la negociaci n Luis Puchol, 2005 *El secreto de la negociaci n* Michael Wheeler, 2015-12-14 TODOS TIENEN UN PLAN HASTA QUE RECIBEN UN PU ETAZO EN LA CARA MIKE TYSON Esto puede suceder en cualquier negociaci n ya que es ante todo una interacci n y para mantener una ventaja debes ser flexible y estar abierto a las posibilidades El secreto de la negociaci n ense a c mo los maestros negociadores prosperan frente al caos y la incertidumbre No se atrapan con planes r gidos y en su lugar entienden la negociaci n como un proceso de exploraci n que exige aprendizaje continuo adaptaci n e influencia Michael Wheeler ilumina la naturaleza de la negociaci n bas ndose en su propia investigaci n con ejemplos claros y pr cticos extra dos de campos tan diversos como el jazz los deportes el teatro e incluso la estrategia militar Aprende a ser un experto en conseguir acuerdos y una persona capaz de realizar movimientos inteligentes y creativos ante cualquier negociaci n tal como lo demanda el complejo mundo en el que nos desenvolvemos a diario Construyendo acuerdos Lorenzo Lago, Enrique, 2016-01-01 Todos invertimos gran parte de nuestro tiempo negociando En el mundo empresarial negocian los directivos los abogados los m dicos y los trabajadores entre otros En el mbito privado tenemos que llegar a acuerdos con hijos padres familiares compa eros y vecinos Todos ellos tienen que saber negociar Porello la negociaci n es una herramienta muy poderosa que puede facilitarnos alcanzar nuestros objetivos tanto en la esfera profesional como en la personal Para incrementar nuestra capacidad negociadora vamos a necesitar conocimientoste ricos y pr cticos que se puedan aplicar tanto cuando tratamos de la fusi nde dos corporaciones como cuando tenemos que escoger el restaurante para ir acenar con los amigos Estos son los dos objetivos de Construyendo acuerdos ofrecer pautas te ricas de negociaci n probadas en la pr ctica y que al mismo tiempo puedan ser utilizadas en cualquier situaci n La gran experiencia negociadora del autor forjada durante m s de quince a os en negociaciones con clientes y proveedores conjuntamente con su gran conocimiento te rico permiten

que en Construyendo acuerdos se combine el desarrollo de la teoría más novedosa y ecléctica sobre negociación con historias reales en las que el autor ha sido el protagonista y que con toda seguridad nos ayudarán a mejorar nuestras habilidades negociadoras

Saque su mano de mi bolsillo Ron J. Lambert, Tom Parker, 2007-10-28 En Saque su mano de mi bolsillo los expertos de ventas Ron Lambert y Tom Parker enseñan los secretos de negociar Comparten técnicas comprobadas para el proceso de ventas desde establecer el poder hasta cerrar una venta

Brillante en los negocios Lewis Schiff, 2015-08-25 Durante décadas la clase media ha creído que el camino hacia el éxito significaba trabajar duro y jugar por las reglas Pero como la crisis económica de 2008 dejó en claro las viejas reglas ya no se aplican y ese camino particular a la prosperidad se ha convertido en un camino a ninguna parte Mientras que el valor neto de los hogares ha disminuido para la mayoría los líderes empresariales nacieron creando negocios propios acumulando una riqueza significativa Entonces qué hace a estos más exitosamente financieros cuando otros están luchando para mantenerse a flote En *Brillante En Los Negocios* Lewis Schiff combina una narración convincente que abarca el abrir los ojos una investigación innovadora y una guía práctica para mostrar al resto de nosotros lo que los prósperos y millonarios de Estados Unidos ya saben Explora mitos comúnmente conocidos sobre la riqueza y explica cómo los empresarios de éxito como Richard Branson Suze Orman Steve Jobs Warren Buffett y el fundador del Cirque du Soleil Guy Laliberte se suscriben a un conjunto de prioridades completamente distintas a las de la clase media Schiff identifica los siete principios distintos practicados por personas que pueden o no pueden ser más listos que el resto de la población pero parecen entender intuitivamente cómo se hace el dinero Son negocios brillantes El libro revela cómo desarrollarse en las zonas de trabajo en equipo la gestión del riesgo y el desarrollo de liderazgo para acumular sus riquezas Schiff sostiene que es la sinergia y no la casualidad lo que produce el éxito ofrece un práctico programa de cuatro pasos simples que los trabajadores pueden seguir para posicionarse para tener éxito más a menudo desde la elección de un medio de vida y la localización de las habilidades para centrarse en la negociación de condiciones de trabajo y salario

Brillante En Los negocios desafía a los lectores a comparar su propia aproximación a los ejecutivos y empresarios que han navegado con éxito nuestra economía que cambia rápidamente

Brillante En Los negocios no se compromete a hacerlo rico pero sin duda puede ayudar a que usted logre mejores resultados en su carrera

Coaching hoy Fernando Bayón Marín, 2010-06-10 Desde hace siglos se practica el coaching pero sólo desde hace algunas décadas contamos con una amplia y creciente literatura en castellano que analiza el coaching como técnica como método o como sistema de desarrollo

Echamos de menos un manual o guía de consulta que reuniera en un único texto la doctrina y práctica más común y también la novedosa que permitiera a cualquier profesional obtener una visión global del coaching y al tiempo la posibilidad de conocer el proceso su ámbito de actuación las características de las diversas escuelas incluso la posibilidad de familiarizarse con las herramientas más utilizadas y al experto acudir para una consulta rápida y eficaz

Coaching Hoy ordena modeliza conceptualiza y proporciona una perspectiva integrada alejada del intrusismo de la mediocridad y apuesta por la visión científica y técnica de esta

actividad profesional Destila experiencia y trata con objetividad los pros y contras de cada escuela y metodología Esta obra es resultado del empeño de un amplio equipo de expertos coordinados por Fernando Bayón

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6. In chapter 5, the author will draw a conclusion about De Entrada Diga No. The final chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of De Entrada Diga No.

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