



Obtenga el s

By William Ury

Conecta. Paperback. Condition: New. 192 pages. Este libro profundiza en el tema de la negociacin con uno mismo y en las dinmicas personales de esa negociacin, en lugar de centrarse en los factores exteriores. El objetivo final de Obtenga el s consigo mismo es mejorar la capacidad del lector para alcanzar un equilibrio interior que contribuya a mejorar su vida, hacer sus relaciones ms saludables y conseguir que su carrera sea ms exitosa. El proceso incluye los siguientes pasos: Superar el juicio negativo sobre nosotros mismos para alcanzarla autocomprension. Superar la culpa para llegar a la autorresponsabilidad. Superar la visin de escasez para llegar a la abundancia. Superar la resistencia para alcanzar un estado de flujo. Superar la exclusin para llegar a la inclusin. Del gano-pierdes al gano-ganas. ENGLISH DESCRIPTION William Ury, coauthor of the international bestseller Getting to Yes, returns with another groundbreaking book, this time asking: how can we expect to get to yes with others if we haven't first gotten to yes with ourselves? Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life: managers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officials how to become better negotiators. Over the years, Ury has discovered that the greatest obstacle to...



READ ONLINE
[1.65 MB]

Reviews

Definitely one of the best books I actually have ever gone through. Sure, it can be performed, nonetheless an amazing and interesting literature. I found out this pdf from my dad and I suggested this book to discover.

-- Ms. Chanel Streich

The book is straightforward and easier to recognize. This really is for anyone who states there had not been a worthy of looking at. You may like just how the blogger created this publication.

-- Friedrich Nolan