FRONTAL ATTACK, 118 Other

Tactics Managers Must Know

RICHARD BUSKIRK

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Frontal Attack Divide And Conquer The Fait Accompli And 118 Other Tactics Managers Should Know: Frontal Attack, Divide and Conquer, The Fait Accompli and 118 Other Tactics Managers Must Know Richard H.

Buskirk, 1989-09-04 The fait accompli is just one of 135 smart tactics that managers will find in this book Includes case studies of tactical problems and how they were handled or mishandled Negotiating in the Leadership Zone Ken Sylvester, 2015-08-22 Negotiating in the Leadership Zone expertly addresses the question How do leaders become better negotiators Much has been written about leadership and negotiating skills have long been the subject of academics and business consultants This book successfully brings negotiation and leadership together for the first time building separate insights about them into practical applied lessons and tools that can be used immediately Leaders will find unique cases examples and insights for high stakes and routine negotiations alike Mixng a readable non jargon approach with real world stories and wide applicability the author s use of 50 years of experience as a business owner negotiation consultant and teacher to convey the fundamental logic and strategies underlying negotiations. 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The remaining two chapters cover what to expect when you succeed or fail detailing the consequences of victory or defeat and conclude with a condensed summary of the process This book is the result of over twelve years of interviews research that included a wide variety of business academic military and other written works the analysis of the strategic actions taken by top executives in many businesses in depth study of military strategies and their application to life s other problems and general observations of people going about their everyday lives The subject matter of this book can be applied to all aspects of life and is timeless Political Savvy Joel R. 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