

La Empresa De Negocios Y La Alta Direccion Procedimientos Politicos De Gobierno Colccion Manuales Iese Spanish Edition

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un manual esencial para triunfar en los negocios sin importar desde d nde empieces tu camino hacia el  xito ya seas un emprendedor o que trabajes para una empresa en realidad est s manejando tu propio negocio sin importar que vendas un producto o un servicio tienes que convencer a los compradores ya sean empleadores socios o clientes de que lo que ofreces vale m s de lo que cuesta en esta gu a din mica y sin rodeos brian tracy experto internacional en negocios y liderazgo ense a las habilidades esenciales que necesitas para triunfar sin importar qui n eres o a qu  te dedicas en estas p ginas aprender s c mo comunicarte con distintos tipos de personas c mo negociar para conseguir mejores tratos en cualquier situaci n por qu  es fundamental saber vender c mo duplicar tu eficiencia en el trabajo si tienes lo que se necesita para emprender c mo acceder a tu propio genio creativo el arte de manejar el dinero las formas m s r pidas y seguras de hacer fortuna en bienes ra ces el  xito en los negocios no es suerte es estrategia es el resultado de establecer metas claras y por escrito y de trazar pasos concretos para alcanzarlas con d cadas de experiencia en el mundo empre sarial brian tracy te ofrece aqu  una gu a concentrada y poderosa para alcanzar tus objetivos m s ambiciosos

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