



## Reading the Signs: Negotiations and Body Language in the Business Place (Paperback)

By Andre Iland

Createspace Independent Publishing Platform, United States, 2013. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Every day, whether or not you notice it, you are engaged in negotiating and reading other people's body language. When done in a casual setting with family or friends, it's usually a quick, easy, and enjoyable process. However, when you engage in negotiating and reading other people's body language in the work place, it can be a completely different situation because these situations usually have higher stakes. In the workplace, not being able to negotiate efficiently or not being able to read other people's body language will, can, and does have adverse consequences. At best, it may lead to disruption in the workplace. At worst, it could lead to you losing your benefits, your rank, or your job altogether. Being a good negotiator as well as a good body language reader will enable you become a more efficient, more pleasant, and altogether, more productive employee, co-worker, or boss. In this book, you will be able to discover and understand the art of negotiations, as well as how you can benefit from being able to conduct a...



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