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C. Penfield,2009-04-16 This book was written to help buyers develop a road map to negotiation success In today s world everyone is looking for cost reduction opportunities The main opportunity to reduce costs is through negotiations with suppliers Many companies struggle with the methodology in order to prepare for a negotiation This book was written to help buyers develop a road map to negotiation success Planning for a negotiation is an important skill set that can impact the bottom line and help your company save money The process within this book has saved companies millions of dollars

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successful sales organizations

Unveiling the Magic of Words: A Review of "**Purchasing Negotiations**"

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