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Beyond Dealmaking by Melanie Billings Yun

February 15th, 2019 - by Melanie Billings Yun PhD If the recent economic collapse has taught us anything it s that the pursuit of immediate gain with no attention to long term consequences is a recipe for financial disaster The gains were primarily on paper but the losses have been painfully real Read more about Beyond Dealmaking Read Melanie s blog

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February 2nd, 2019 - Melanie Billings Yun Ph D founded and was senior partner of Global Resolutions a consulting firm providing negotiation assistance and expertise to businesses governments and individuals around the globe

Portland State The School of Business Melanie Billings Yun

December 14th, 2018 - Dr Melanie Billings Yun author of Beyond Dealmaking Five Steps to Negotiating Profitable Relationships Jossey Bass 2010 is an international negotiation consultant Formerly a research director and lecturer on history at Harvard s Kennedy School of Government Melanie has spent most of the past two decades assisting Western and Asian

Beyond Dealmaking Audiobook by Melanie Billings Yun

February 15th, 2019 - In Beyond Dealmaking international negotiation expert and mediator Melanie Billings Yun shows that the key to winning unbeatable long term results in today s complex economic landscape is to negotiate solid longterm relationships Traditionally negotiation has been approached as an isolated activity separate from the business relationship

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January 27th, 2019 - Praise for Beyond Dealmaking

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January 22nd, 2019 - Dr Billings Yun is an international negotiation consultant and the author of Beyond Dealmaking Five Steps to Negotiating Profitable Relationships A professor in the Master of International

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