

<<国际商务谈判>>

图书基本信息

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作者：黄伟，钱莉 主编

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### 内容概要

《国际商务谈判》旨在传授国际商务谈判的基础知识，介绍谈判人员在谈判中制胜的策略和技巧，强调案例分析，实用性强。

书中不仅阐述了在国际商务实践中如何通过商务谈判的实践掌握技能，还非常注重启发及强化跨文化商务交际的意识和知识。

本书内容简明、系统，具有较高的可读性和启发性。

《国际商务谈判》为高等院校经管类、商务英语专业和英语专业商务方向的教材，也可供相关专业从业人员参考。

本书由黄伟、钱莉主编。

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### 编辑推荐

《国际商务谈判》(英文版)是基于编者多年的教学实践和多次指导学生参加全国大学生商务谈判大赛所积累的经验编写而成。

编者从理论和实际相结合的角度,科学地把商务知识、谈判知识、现代沟通的内容及形式融为一体,通过对国际商务谈判策略和技巧的介绍,使学生们了解和掌握国际商务谈判的谋略以及蕴含在其中的时时应考虑到的谈判对方所处的社会、文化背景等内在的因素。

书中列举了大量的案例,在为学生们提供国际商务谈判真实情景的同时,以期培养学生分析问题、解决问题的能力 and 树立团队合作精神。

本书由黄伟、钱莉主编。

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