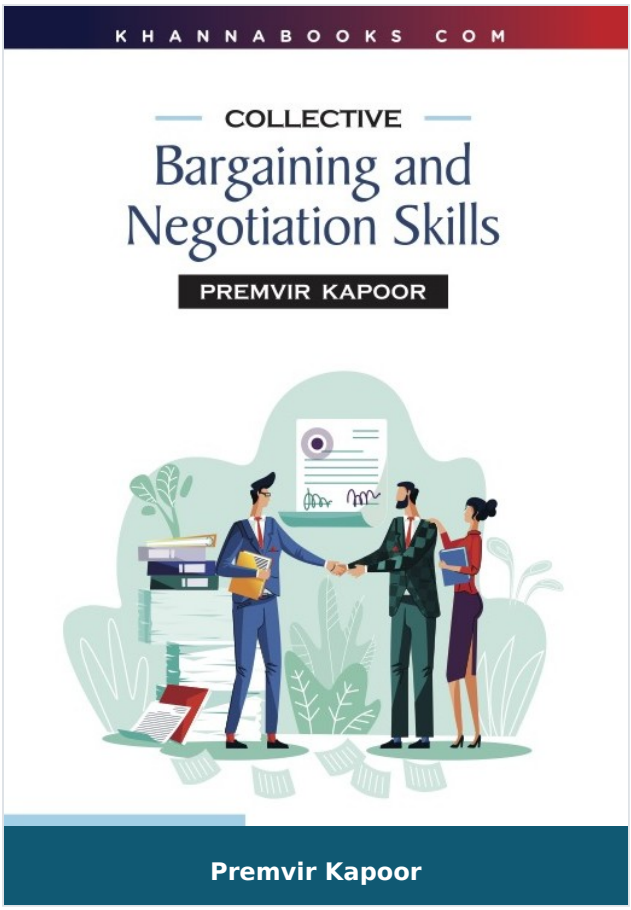


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Product Description

Collective Bargaining And Negotiation Skills

Collective Bargaining and Negotiation Skills has globally become a much discussed issue with economic conditions continuing to be uncertain complexity of business increasing many bold, competitive pressures mounting organizations becoming flatter by each passing day, managers have a tough balancing act to do one side they have a challenge of managing the needs, aspirations and emotions of their people, on the other side they have to negotiate from every stakeholder , the very best for their organization collective bargaining and negotiate are two very important and much needed skills for todays managers. the book test provides the readers a unique resource for continuing self-development. The book aims to fulfill the need of management students and also for the practitioners as a reference manual to help them upgrade their knowledge and skills with the right attitude. Both students in an academic setting as well as management practitioners will benefit from the text.

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