




PHILADELPHIA UNIVERSITY LIBRARY

ONLINE CATALOGUE

The essence of negotiation

	Author	Hiltrop, Jean M. Udall, Sheila
	Publication Data	London: Prentice hall, 1995
	Physical Description	IX, 169p
	Series Data	The essence of negotiation series;
	Subject Area	Management
	Subject Headings	Negotiation in business
	Call Number	658.4052 HIL
Philadelphia University Library 2011		