



Optimierung von Verhandlungsteams: Der Einflussfaktor Hierarchie (Business-to-Business-Marketing) (German Edition)

Sina Barisch

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Sina Barisch untersucht im Rahmen einer umfassenden Befragung unter Verhandlungspraktikern die Wirkungsbeziehungen zwischen der hierarchischen Teamzusammensetzung und dem Verhandlungsergebnis. Sie stellt ein Entscheidungsmodell vor, das Verhandlungspraktikern bei der hierarchischen Besetzung von Verhandlungsteams als Entscheidungshilfe dient.

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