

**LA MAGIA NEGOCIACIÓN. (132 LECCIONES, 8.5 HORAS EN VIDEO)**

**MÓDULO 1: LA NEGOCIACIÓN.**

**(33 lecciones, 144 minutos)**

* 1. [Apertura (04m 25s)](https://drive.google.com/file/d/1U8g2fK53iguNlltegCPsE56cw37E4pFP/view?usp=sharing)
  2. [¿Qué es Negociar? (5m 23s)](https://drive.google.com/file/d/1Z4EQ9k8xKbPK1YeIcmIgnJwDyGsvfO2t/view?usp=sharing)
  3. [¿Para qué Negociar? (05m 44s)](https://drive.google.com/file/d/1ChLdnZ1DB6Ty0numFFchwg3-fbi_aEpi/view?usp=sharing)
  4. [La Lógica En La Negociación (05m 56s)](https://drive.google.com/file/d/1nySAWMGbbFi__0DNhK2TPXxrwC0E65KX/view?usp=sharing)
  5. [Las Propuestas (03m 38s)](https://drive.google.com/file/d/1sPV7DjvpRBA0pO61tUf-p34r3UOc4MQF/view?usp=sharing)
  6. [Características de la Negociación (04m 06s)](https://drive.google.com/file/d/1R-p4srJsW4U3rp9yZWPdZpUSqkXopCGl/view?usp=sharing)
  7. [La Información en la Negociación (05m 04s)](https://drive.google.com/file/d/1_7JJ_Y1N8B6581UIhu0WzPOWjv3LT5F0/view?usp=sharing)
  8. [Información y lo que voy a Negociar (05m 59s)](https://drive.google.com/file/d/1GALLu82fs7eJ3RBbhI0w9uwox-aVn7QE/view?usp=sharing)
  9. [La Naranja (04m 02s)](https://drive.google.com/file/d/1HWvhlw2341FKfDQeoZDnx1D5nsn7G-Cx/view?usp=sharing)
  10. [Objetivos Al Informarnos (03m 28s)](https://drive.google.com/file/d/12LPjjppNzWG-h-qqN-Qhz6fsXvKuHsM0/view?usp=sharing)
  11. [Etapas de la Negociación (03m 16s)](https://drive.google.com/file/d/15gqUMO2QfNZYstOb3UBopPe3k-EqpXcf/view?usp=sharing)
  12. [Etapa 1: La Preparación (07m 14s)](https://drive.google.com/file/d/1tOPL-Uh76PjKdvxRYcfeIiCEMDxmzX4n/view?usp=sharing)
  13. [La Preparación y el BATNA (11m 08s)](https://drive.google.com/file/d/1PLdeU6vcJ7LPuTkilb68zJVt1a-o95IX/view?usp=sharing)
  14. [Preparación y el Costo de Ruptura (02m 36s)](https://drive.google.com/file/d/1FAOcTcs2Iir6ZYbGd0rlZ2Pln7NU8b9n/view?usp=sharing)
  15. [Consideraciones de la Preparación (04m 19s)](https://drive.google.com/file/d/1iaHlQjS5pmlrHCEEK3EMKfDyRG2dJgdC/view?usp=sharing)
  16. [Etapa 2: La Exploración (03m 27s)](https://drive.google.com/file/d/1J5MxEkhOwCN5P5_B-DdzXLuOGZcqrrm4/view?usp=sharing)
  17. [Etapa 3: La Propuesta (06m 49s)](https://drive.google.com/file/d/1QkPJrp2xGaaDgjmyV0uFn-1F9Hq_G4m-/view?usp=sharing)
  18. [Propuesta y Anclaje (02m 20s)](https://drive.google.com/file/d/1QdR6scV_cR-yP-bHfm_LnN3RXT3-IFga/view?usp=sharing)
  19. [Propuesta y Z.O.P.A. (05m 20s)](https://drive.google.com/file/d/1Q1RH7GyYpVGjnQOU9KijAY-g8qD8HMmX/view?usp=sharing)
  20. [Etapa 4: El Intercambio (04m 24s)](https://drive.google.com/file/d/18ztdcjzm036-YlqtmpcxGbZYomglBEzu/view?usp=sharing)
  21. [Etapa 5: El Acuerdo (03m 09s)](https://drive.google.com/file/d/1JEkvqpBltZt2Q6TEJZX5bcaAHHV079fB/view?usp=sharing)
  22. [Marco de la Negociación (05m 25s)](https://drive.google.com/file/d/1520VssnaCB6cWMqmi5UCiEhgKA1FykQA/view?usp=sharing)
  23. [Tipos de Negociación (01m 21s)](https://drive.google.com/file/d/1jV9qVoWnIL-qTD5vL7VlBVulUYv4TOHx/view?usp=sharing)
  24. [Negociación Acomodativa (04m 56s)](https://drive.google.com/file/d/1BaWTg-jo6ag3WpBCoF3s1f8oe2En2cHI/view?usp=sharing)
  25. [Negociación Competitiva (03m 55s)](https://drive.google.com/file/d/1iWE15MaMNkoJ6EDPEah2s3FXE9UGNQv1/view?usp=sharing)
  26. [Negociación Colaborativa (04m 56s)](https://drive.google.com/file/d/1OlxRzUTV1Ycp6jyvm-VicL9q7DatG56U/view?usp=sharing)
  27. [Crear Valor en Beneficio Mutuo (04m 41s)](https://drive.google.com/file/d/1W-gLiPJPRVIR10euo7avqN3xwqfN6TWZ/view?usp=sharing)
  28. [Negociación Distributiva (04m 54s)](https://drive.google.com/file/d/1SCG5q_EqVmFRf1Chvw9Rzkqs4e0URMfk/view?usp=sharing)
  29. [Negociación Evitativa (03m 16s)](https://drive.google.com/file/d/12aomLCBwJkFzDF4USKlT7G5xfqJHfzEW/view?usp=sharing)
  30. [Negociación Por Compromiso (02m 55s)](https://drive.google.com/file/d/19VMZRBMJj6FurfgydU7W_8lmECNqDrgA/view?usp=sharing)
  31. [Banda De Negociación (02m 22s)](https://drive.google.com/file/d/1Nwc5b6o101iWwPON7yz4OsX3uiV3PDyl/view?usp=sharing)
  32. [Cesiones (05m 41s)](https://drive.google.com/file/d/1_YMtvkCrHRbfjr9kz87Zp6N813CXMMQ2/view?usp=sharing)
  33. [Posicionamiento (03m 20s)](https://drive.google.com/file/d/15IBZrr35yu_nsWia3C3lUbOb5X33pBX7/view?usp=sharing)

**MÓDULO 2: EL NEGOCIADOR.**

**(29 lecciones, 91 minutos)**

* 1. [Apertura (03m 49s)](https://drive.google.com/file/d/1aKGsnnTORzWnuqFNvcRwHUR1upv-j9Z-/view?usp=sharing)
  2. [Prepárate (07m 22s)](https://drive.google.com/file/d/1jfmt5mC02iIHe7aU4bqWxFJQRtPwRrDA/view?usp=sharing)
  3. [Las Cartas (01m 25s)](https://drive.google.com/file/d/1ARhkcHL_upqvF7pyOSvRF3EW9FrSjRz6/view?usp=sharing)
  4. [La Carta de los Objetivos (05m 29s)](https://drive.google.com/file/d/1Y-nunsy6StVLH8CJqa59fYCIGWU_3SJx/view?usp=sharing)
  5. [La Carta De Los Argumentos (04m 08s)](https://drive.google.com/file/d/1HrZr8W6HJCfThqV1P9Th9U-WODzHx5B_/view?usp=sharing)
  6. [La Carta De Los Riesgos (03m 50s)](https://drive.google.com/file/d/1fB5rtUXfDXk2Q-lcbC8DlPT0dTDAHC53/view?usp=sharing)
  7. [El Riesgo (06m 20s)](https://drive.google.com/file/d/1uc9xCPdOSX1NyIA0kqRh0RUZzPn414qB/view?usp=sharing)
  8. [Intereses (03m 54s)](https://drive.google.com/file/d/1BxkcMC0_acFB4k2H92guzW4XJS39nPD7/view?usp=sharing)
  9. [Barreras (07m 07s)](https://drive.google.com/file/d/1VPS5R8FVKN4K0gVsLxwI8sTIRTJNDuNw/view?usp=sharing)
  10. [Alternativas (05m 22s)](https://drive.google.com/file/d/1Q9Y57Id4DOlSwIfoUFUDe1akG60GngIr/view?usp=sharing)
  11. [Características de un Buen Negociador (01m 42s)](https://drive.google.com/file/d/1yDo_Tllx8Yo9El88Iu0NpauGwJ3pF_M1/view?usp=sharing)
  12. [Negociador Empático (02m 01s)](https://drive.google.com/file/d/1vJBqwydwZcNjagRFkfW5cJZha-XjKbHr/view?usp=sharing)
  13. [Negociador Que No Lo Toma Personal (02m 11s)](https://drive.google.com/file/d/1A2e2sC16QxDSbFLJ363fb-1GfDX0V7Rk/view?usp=sharing)
  14. [Negociar y Escuchar (02m 34s)](https://drive.google.com/file/d/1UOPMx_v1IXJ50hLaZZntg6UOs8MuC_oq/view?usp=sharing)
  15. [Negociador y Autoconocimiento (02m 10s)](https://drive.google.com/file/d/1mLm7CCwx4CGw52nibOcZ1Mp71k9M5WOJ/view?usp=sharing)
  16. [Negociador que Regula las Emociones (02m 04s)](https://drive.google.com/file/d/1TNYypP_FXQvEuk5Mh-5LrltKGlp85yeY/view?usp=sharing)
  17. [Negociador Respetuoso (02m 20s)](https://drive.google.com/file/d/15E4M7qqHlOTTB6Pr7Og6EzNHaLaAKvLP/view?usp=sharing)
  18. [Negociador Asertivo (02m 53s)](https://drive.google.com/file/d/1pc46OCAHX2cGDrwkRVQ9iD4nBciI40Yb/view?usp=sharing)
  19. [Negociador con Autoconfianza (02m 23s)](https://drive.google.com/file/d/193UShQScrNfKNYwVU31hUpdlEwIayKRe/view?usp=sharing)
  20. [Negociador que Cede (02m 41s)](https://drive.google.com/file/d/1UjPZqd0xefu-Mmb_b-JuccONiWwUO0oP/view?usp=sharing)
  21. [Negociador que no está a la Defensiva (02m 16s)](https://drive.google.com/file/d/1yKd6sWSiGsiGOUkO3Vq00JTwEgPj_3Wo/view?usp=sharing)
  22. [La Escucha Activa (06m 58s)](https://drive.google.com/file/d/18VIQj6ifr_-Kb7q6PV7ReWrF7KSIodYR/view?usp=sharing)
  23. [El Negociador y el Cierre (01m 32s)](https://drive.google.com/file/d/11JQupc8olxgUFptnTOSUXo4Jnce3dUIN/view?usp=sharing)
  24. [Cronograma de Cierre (02m 57s)](https://drive.google.com/file/d/1gnvTrFYIcFHKKS3CIAEn3hhnHtHHDzrU/view?usp=sharing)
  25. [Reglas del Cierre (02m 13s)](https://drive.google.com/file/d/1GfQwKGwOfSRAk1X4c2IpX-R5I54Y74wk/view?usp=sharing)
  26. [Alinear Otros Jugadores (02m 39s)](https://drive.google.com/file/d/1axDDYbJBqlRi4i0YdOx6wDWuE4ymNf_g/view?usp=sharing)
  27. [Anticipar la Parada (01m 17s)](https://drive.google.com/file/d/1kWl-yYlAd0kNVkQ2Rih8WLv_QU1uhyyv/view?usp=sharing)
  28. [El Cierre y el Contrato Inteligente (02m 05s)](https://drive.google.com/file/d/1G9YVk7blVNMVuU52xscH7NPAKhotFHLe/view?usp=sharing)
  29. [Pausas en el Cierre (01m 44s)](https://drive.google.com/file/d/1GonVxLCnvmvTJuHb22IxTQZoc3WUxGRQ/view?usp=sharing)

**MÓDULO 3: LAS EMOCIONES EN LA NEGOCIACIÓN.**

**(23 lecciones, 67 minutos)**

* 1. [Apertura (02m 42s)](https://drive.google.com/file/d/1SF_I1W-9GYDrykRvtmbMNg-ZkWQC03Ok/view?usp=sharing)
  2. [Emociones Positivas y Negativas (03m 30s)](https://drive.google.com/file/d/1cM4EO02cy0sZHqVXiI4C_sRteA_wS1To/view?usp=sharing)
  3. [Emociones Presentes en la Negociación (02m 39s)](https://drive.google.com/file/d/1zEkEA2nSGCD2oqC9wBOU-JUJjdqvT-Cn/view?usp=sharing)
  4. [Como Influyen las Emociones (04m 12s)](https://drive.google.com/file/d/1y_HioTlon-eZU7gq8ytLOgKPan8fPtmU/view?usp=sharing)
  5. [Alegría (02m 35s)](https://drive.google.com/file/d/1__R60xnIsfFRMabrDkyXs85JE4902GZj/view?usp=sharing)
  6. [Tristeza (01m 54s)](https://drive.google.com/file/d/1kmUaSmaVnXeOUuXm3A1732h4y0q5rYV6/view?usp=sharing)
  7. [Miedo (02m 50s)](https://drive.google.com/file/d/1bP3x1CAn3PsPRbU7iV0KQFLj0r9q7O23/view?usp=sharing)
  8. [Sorpresa (02m 03s)](https://drive.google.com/file/d/1UzCri1SUkLMZFFnfUWCCCsCSqSrLwqa8/view?usp=sharing)
  9. [Rabia (02m 13s)](https://drive.google.com/file/d/1xD--f1ts0aDkOKqnWc4tDmxIvYKgxk64/view?usp=sharing)
  10. [Pasión (02m 34s)](https://drive.google.com/file/d/1yL60iSZ-hDN2tXgty1YmP2X49U92AmLa/view?usp=sharing)
  11. [Gestionar las Emociones (03m 30s)](https://drive.google.com/file/d/1GXVLpYIgpOIuX7W_3o78zrzKsRh216bj/view?usp=sharing)
  12. [Canalizar las Emociones (01m 38s)](https://drive.google.com/file/d/19Fr6gy8l3JfqdUU5B8KTLF4BDKFY6DkG/view?usp=sharing)
  13. [Manejar la Ira (05m 17s)](https://drive.google.com/file/d/1wIZo-tmWi45dE9b8MvMpQfiVQamUM_lK/view?usp=sharing)
  14. [Evitar la Ansiedad (03m 35s)](https://drive.google.com/file/d/1yhx7wEviSOSC9lg2eZs2-E0M0BKfu6vL/view?usp=sharing)
  15. [Gestionar el Arrepentimiento (02m 44s)](https://drive.google.com/file/d/1N1hZGlyheQNaqu5UUjS4zIMkFd6sX4_r/view?usp=sharing)
  16. [Moderar la Alegría (04m 56s)](https://drive.google.com/file/d/1133xHIGM9tMICxRFpcUpZCx3P5iHtbl6/view?usp=sharing)
  17. [PNL en la Negociación (02m 12s)](https://drive.google.com/file/d/1HwH4DSEefSxb4GVm3X6cjOpTjIH20frd/view?usp=sharing)
  18. [Aplicar PNL en la Negociación (04m 43s)](https://drive.google.com/file/d/1f0ahysuX5i7SYCtUeEVV3H69ntiJtzga/view?usp=sharing)
  19. [PNL y Canales de Comunicación (02m 37s)](https://drive.google.com/file/d/14ZQ6cccHuJQUHcjZeSWOiw3z3i9XN01J/view?usp=sharing)
  20. [Negociador Visual (04m 31s)](https://drive.google.com/file/d/1fS6CfItigv6W45317Ul1T9FBUT_2dSlR/view?usp=sharing)
  21. [Negociador Auditivo (03m 13s)](https://drive.google.com/file/d/1n-qG-9mJ26qnkw8sgnCJ24cms9860Pcc/view?usp=sharing)
  22. [Negociador Sensorial (03m 46s)](https://drive.google.com/file/d/1p96c44KkvtFT223r1bvNxd5QKL9qXSMh/view?usp=sharing)
  23. [Negociador con PNL y sin PNL (02m 40s)](https://drive.google.com/file/d/1Qq8VAC7T6LUsE5iuCTsTCE0pH09P_f5o/view?usp=sharing)

**MÓDULO 4: LIDERAZGO Y NEGOCIACIÓN.**

**(24 lecciones, 86 minutos)**

* 1. [Apertura (04m 08s)](https://drive.google.com/file/d/12OtJjmD62D0-cSVDpMlYPjbJuG2P_uy8/view?usp=sharing)
  2. [El Líder y la Negociación Interpersonal (12m 55s)](https://drive.google.com/file/d/10vxHJ07AfbO0wYqGaMkbM4Gxi7UBJgSx/view?usp=sharing)
  3. [El Líder y la Negociación Intrapersonal (10m 15s)](https://drive.google.com/file/d/1Wt6YlKvnpaGcX70xaqbI0nKGrBhaPAkJ/view?usp=sharing)
  4. [Funciones del Liderazgo en la Negociación (01m 58s)](https://drive.google.com/file/d/1Q5JXX9qVVu-V-6rFgY3mygvFjEApcJL5/view?usp=sharing)
  5. [Dirección (03m 10s)](https://drive.google.com/file/d/1tzydXLMycY4FjjZBvqQwlgXUDJ-a-JbB/view?usp=sharing)
  6. [Integración (02m 23s)](https://drive.google.com/file/d/1_fKr-OgnkxAlgl9Dd9lJMAno5EOKYAfb/view?usp=sharing)
  7. [Gestión de Conflictos (03m 08s)](https://drive.google.com/file/d/1MPIFmmGEH2H_95EB8I4FEb9qOc6Actgd/view?usp=sharing)
  8. [Educación (03m 04s)](https://drive.google.com/file/d/1wy9uBI9rHBaX6WxP_Kuy-XEt4HTwnSFf/view?usp=sharing)
  9. [Motivación (03m 02s)](https://drive.google.com/file/d/1lppEzHwTZK3maK5TOcksKPAQpfg8lLiD/view?usp=sharing)
  10. [Representación (02m 40s)](https://drive.google.com/file/d/14YZGorjLWlo0hR2S02S_IE4jT3rIW6mn/view?usp=sharing)
  11. [Crear Confianza (02m 25s)](https://drive.google.com/file/d/1dcCAB8HHbygrRFwXgS3aECtzUDHe0UNy/view?usp=sharing)
  12. [El Líder y la Resolución de Conflictos (01m 37s)](https://drive.google.com/file/d/1awJQw-1UHqddlhQI1MRzY8x4L5UY1fwa/view?usp=sharing)
  13. [Lo Justo (03m 42s)](https://drive.google.com/file/d/1_xhV_2rpoGkp35epvIAab-Vcc0iYgwlZ/view?usp=sharing)
  14. [Evita Tensiones y Amenazas (02m 28s)](https://drive.google.com/file/d/1Xb-BIRiRxbqe1hdjV2mRm4E1AGjPtszK/view?usp=sharing)
  15. [Evita el Nosotros Contra Ellos (03m 37s)](https://drive.google.com/file/d/1c6lICJd5fW4Q2HXGwrJzIxrUdBlcsEKx/view?usp=sharing)
  16. [Busca Problemas Ocultos (02m 16s)](https://drive.google.com/file/d/1la66uFGDxV4uoTp__G9jxEwhwrWkPjPK/view?usp=sharing)
  17. [Separa los Temas Sagrados (02m 28s)](https://drive.google.com/file/d/15AICdQi7ubjNcDLm_erh9Zs5pt7hSI4D/view?usp=sharing)
  18. [Negociación En Conflictos Laborales (01m 51m)](https://drive.google.com/file/d/1RqxifneS2bUpY49H01caPcOJElN9cnPr/view?usp=sharing)
  19. [No lo Hagas Solo (02m 48s)](https://drive.google.com/file/d/1YBMVORvFLz8BSnXItp0kGXiBtGo2kz3d/view?usp=sharing)
  20. [Escucha Activamente (03m 28s)](https://drive.google.com/file/d/1y6XjlUgobkmkQP1-6hB4BaMvZIMDMjp_/view?usp=sharing)
  21. [Atento a las Emociones (02m 52s)](https://drive.google.com/file/d/1Htvp_0D51k58O4xoudnDX6HuE16PYxkw/view?usp=sharing)
  22. [Aprovecha las Diferencias (02m 21s)](https://drive.google.com/file/d/13sUbDOiGMsHCfPsfchWJSBIgVXCmeHKx/view?usp=sharing)
  23. [El Líder, la Empatía y la Negociación (07m 01s)](https://drive.google.com/file/d/1-KEH3Og5MpnXl6xkOSFFHqD41BWvJUHG/view?usp=sharing)
  24. [Superar las Barreras Culturales (03m 21)](https://drive.google.com/file/d/1Njeuao7Tx4lWoRscn9nhDPFe0q8qusEO/view?usp=sharing)

**MÓDULO 5: NEGOCIACIÓN Y VENTAS.**

**(23 lecciones, 111 minutos)**

* 1. [Apertura (03m 35s)](https://drive.google.com/file/d/1nXGluiGQfrvxESB6qH7yXNA8Kn-A-wSJ/view?usp=sharing)
  2. [Fases de la Negociación en las Ventas (02m 11s)](https://drive.google.com/file/d/1xbS1_XlTozfp76Nhh9su9n-NxTw4v1-w/view?usp=sharing)
  3. [Preparación (04m 01s)](https://drive.google.com/file/d/1T3lGwK6PRrKJZqmstO49uswZZ2U5ns8d/view?usp=sharing)
  4. [Concertación de la Entrevista (03m 02s)](https://drive.google.com/file/d/1Vh35AEaNkWwD1-Da0UJEZVTFMSQAKLXn/view?usp=sharing)
  5. [Presentación y Toma de Contacto (03m 36s)](https://drive.google.com/file/d/1Y9FKNiI66sP9ikW5JqZEJKCuHbhsmBLP/view?usp=sharing)
  6. [Detección de Necesidades (03m 47s)](https://drive.google.com/file/d/1qEiLSaxvTWhYNZ-8Ke-KVRMN5rMkSzyM/view?usp=sharing)
  7. [Argumentación o Presentación (04m 11s)](https://drive.google.com/file/d/1nQ53qmPrfnn4T7xJ7PUePChbgDlo-HGP/view?usp=sharing)
  8. [Objeciones (09m 05s)](https://drive.google.com/file/d/1tDA7jWiJ7BP35Rt0Y7DTkSzBtIUmIPiL/view?usp=sharing)
  9. [El Cierre y el Cuerdo (06m 52s)](https://drive.google.com/file/d/1vHgjwklUSzeKoFUcllrEjBcYgtNEp4B9/view?usp=sharing)
  10. [Negociar el Precio (11m 26s)](https://drive.google.com/file/d/1c1RKPlG-wAkfE2jMApnMJ9ShR_N4yllo/view?usp=sharing)
  11. [Objeciones al Precio (02m 07s)](https://drive.google.com/file/d/1WBoKJ5m4htkq9i9GKtBqqEcRH3ApJhzd/view?usp=sharing)
  12. [Presentar el Precio (03m 41s)](https://drive.google.com/file/d/1juWyk4ePK23mGtL79Ox3G6BO9LDnKoXY/view?usp=sharing)
  13. [Producto de Precio Elevado (04m 15)](https://drive.google.com/file/d/1mcwXstumBiBdfCLbmSMANXc7Ezc8zxqW/view?usp=sharing)
  14. [Estratagemas del Comprador (03m 59s)](https://drive.google.com/file/d/1_w5pifEJx0zPcv_tJpGKoVVleopbPfx4/view?usp=sharing)
  15. [Estrategias de Ventas y Negociación (04m 25s)](https://drive.google.com/file/d/12YKXuAsjDXVal-aw1IFAkwz5Xrkz2bC5/view?usp=sharing)
  16. [Consejos de Negociación para el Equipo de Ventas (02m 16s)](https://drive.google.com/file/d/1I0KuztiW3fXNSxbrQOXIQ-V7P6rLTJbr/view?usp=sharing)
  17. [Método Spin Selling (09m 17s)](https://drive.google.com/file/d/1NgO44Z8PzHi-qWACLK6tNU5HzZo7sA5C/view?usp=sharing)
  18. [Cross Selling (03m 41s)](https://drive.google.com/file/d/1AzeJoc8XMlgMXwzHGy4pOfIGoR-EVR2D/view?usp=sharing)
  19. [Up Selling (04m 53s)](https://drive.google.com/file/d/1HTXVBl5PLTOUgVyqBwAxPuLry0Pm035a/view?usp=sharing)
  20. [Ventajas de Utilizar Cross Selling y Up Selling (05m 49s)](https://drive.google.com/file/d/13DgQVJaH7fmRSCpt3C4IfW-UNvQ61S97/view?usp=sharing)
  21. [Cara a Cara con el Cliente (06m 34s)](https://drive.google.com/file/d/1w8vdU6TnZU7xKhZrH0HI6lBkdb-qk9jQ/view?usp=sharing)
  22. [La Gestión del Tiempo (04m 03s)](https://drive.google.com/file/d/1E_Azbi_uIGQvp_XnRj-uGlW_9VRmLIMm/view?usp=sharing)
  23. [Habilidades de Negociación en el Vendedor (05m 18s)](https://drive.google.com/file/d/1G30XwMwdpPNwyv9w7s3Cqa102-tBUxD_/view?usp=sharing)