

Negotiation

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Negotiation--whether brokering a deal, mediating a dispute, or writing up a contract--is both a necessary and challenging aspect of business life. This guide helps managers to sharpen their skills and become more effective deal makers in any situation. Publisher: Harvard Business Review Press Illustration: N Language: ENG Title: Negotiation Pages: 00192 (Encrypted EPUB) / 00192 (Encrypted PDF) On Sale: 2003-06-23 SKU-13/ISBN: 9781591391111 Category: Business & Economics : Negotiating

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