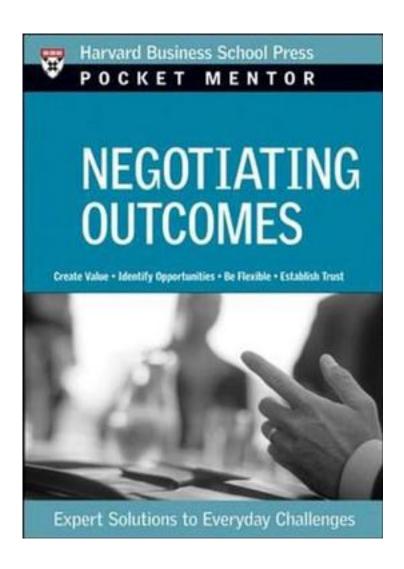
Negotiating Outcomes



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在线阅读本书

Negotiation is the process by which people resolve their differences. Whether those differences involve the purchase of a new automobile, a labor contract dispute, the terms of a sale, or a complex alliance between two companies, resolutions are typically sought through negotiations. This guide will help you prepare, conduct, and close a negotiation successfully.
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