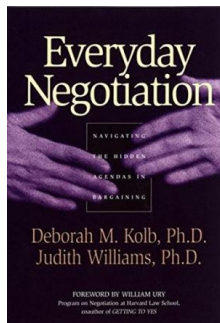


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John Wiley Sons Inc, United States, 2003. Paperback. Book Condition: New. Rev ed.. 224 x 152 mm. Language: English. Brand New Book. Everyday Negotiation shows how to recognize the shadow negotiation - where the unspoken attitudes, hidden assumptions, and conflicting agendas that drive the bargaining process play out - and how to put that knowledge to work. Originally titled The Shadow Negotiation and named by Harvard Business Review as one of the Ten Best Books of 2000, this best-selling...

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