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Getting Past Yes

Negotiating as if Implementation Mattered

by Danny Ertel

Included with this full-text Harvard Business Review article:

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 - The Idea in Brief—the core idea The Idea in Practice—potting the idea to work
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A list of related materials, with annotations to guide further exploration of the article's ideas and applications

Getting Past Yes Negotiating As If Implementation Mattered Hb

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Unveiling the Magic of Words: A Report on "Getting Past Yes Negotiating As If Implementation Mattered Hb"

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