

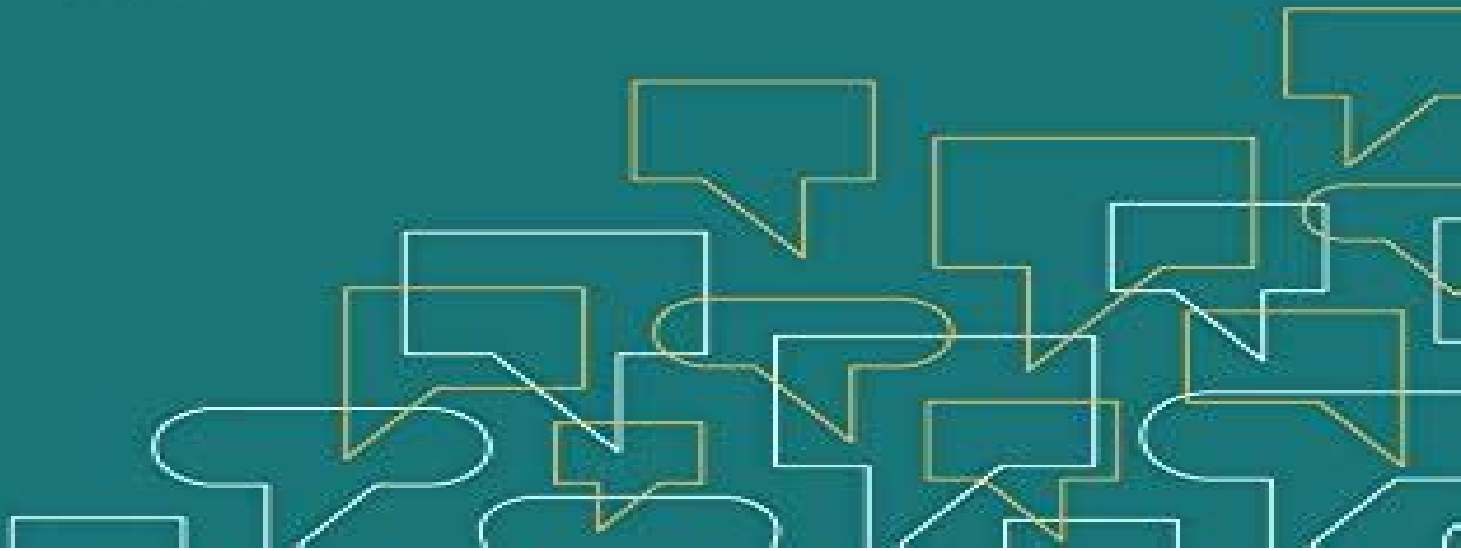


SEVENTH EDITION

Essentials of Negotiation

ROY J. LEWICKI
DAVID M. SAUNDERS
BRUCE BARRY

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auch in der längsrichtung befinden sich markierungen auf dem football spielfeld diese parallel verlaufenden reihen bezeichnen wir als hash marks nach dem letzten spielzug außerhalb dieser markierungen startet see more

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