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How To Negotiate For Beginners

Michael C. Donaldson, Mimi Donaldson



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Closing with Confidence Summarize agreements document terms and follow up to ensure deals stick as outlined in Chapter 7

Avoiding Mistakes Sidestep common errors like failing to prepare or focusing only on price as warned in Chapter 8

Advanced Mastery Handle multi party deals power imbalances and time pressure with expert techniques from Chapter 9

Lifelong Growth Build a sustainable negotiation practice with reflective learning networking and adaptation as mapped out in Chapter 10

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