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Essentials of

NEGOTIATION



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CHAPTER TOPIC Overview Plan Assess Your Position Assess Other Party Analyze Context Selecting a Strategy Competition Collaboration Other Strategies Building Collaboration Resolving Conflict Third Party Help Communicating Legal Ethical Issues Multiple Parties Global Negotiation Improving Negotiation

STEP IN PROCESS ANALYZE STRATEGIC ISSUES
SELECT A STRATEGY INITIATE THE NEGOTIATION PROCESS MANAGE THE NEGOTIATION PROCESS OBTAIN

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