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The Negotiators Pocket Book

This book is designed to act as a handy reference for all elements of any form of negotiation. It contains a planning guide, including key planning tools for both individual and team negotiations, a framework for execution and review and an overview of some of the key gambits most negotiators face.

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The Negotiators Pocket Book

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7 Best Negotiation Books - The Balance Careers

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The best bargaining tips taught by the experts should offer ways to enhance your bargaining power in negotiation. To do this, you must cultivate a strong BATNA, or best alternative to a negotiated agreement. The more appealing your best alternative is, the more comfortable you will feel asking for more in your current negotiation—secure in the knowledge that you have a good option waiting in ...

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