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### **Negotiation - Edinburgh Business School**

He Is A Co-author Of The Negotiating Skills Portfolio, 1986, Scotwork, And The Art Of Negotiation, A Longmans Training Film, 1983, Which Is Also Available In The Interactive Format. He Is Also Author Of The Video Packages: Everything Is Negotiable, 1987 And Do We Have A Deal?, 1992, Both From Gower. Mar 4th, 2024

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