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Oct 06, 2021 · Detailed Answer In A Negotiation And Cannot Be Simply Replied To With A J. Lewicki, A. Litterer, W.Minton, M. Saunders, 'Negotiation', 2nd Edition, Irwin,(1994). Harvard Business Essentials 'Negotiation' Apr 21th, 2024

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For A Negotiation To Be 'win-win', Both Parties Should Feel Positive About The Negotiation Once It's Over. This Helps People Keep Good Working Relationships Afterwards. This Governs The Style Of The Negotiation – Histrionics And Displays Of Emotion Are Clearly Inappropriate Because They Undermine The Rational Basis Of The Negotiation Apr 22th, 2024

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