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Win Win: How to get a winning result from persuasive negotiations

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Derek Arden : Win Win: How to get a winning result from persuasive negotiations before purchasing it in order to gage whether or not it would be worth my time, and all praised Win Win: How to get a winning result from persuasive negotiations:

Negotiation is an essential business skill; but do you really know how to do it really well? This is a simple, straightforward and empowering guide to effective business negotiations will help you get

the result you want – first time, every time.