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The Negotiation Fieldbook Second Edition

The Negotiation Fieldbook, Second Edition: Simple Strategies to Help You Negotiate Everything
Paperback – Illustrated, October 7, 2010 by Grande Lum (Author)

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This book breaks down negotiation in a simple and organized manner. A few examples are verbose, but the key takeaways are largely clear and actionable. Overall the book could have been shorter (it's filled with quizzes and writing prompts for example), but it's a good book to skim to learn a fundamental skill.

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