



Harvard Business Review on Winning Negotiations (Harvard Business Review Paperback Series)

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Harvard Business Review

Persuade others to do what you want--for their own reasons.

If you need the best practices and ideas for making deals that

work--but don't have time to find them--this book is for you.

Here are 10 inspiring and useful perspectives, all in one place.

This collection of HBR articles will help you:

- Seal or sweeten a bargain by uncovering the other side's motives
- Conquer faulty assumptions to make the right deals
- Forge deals only when they support your strategy
- Set the stage for a healthy relationship long after the ink has dried
- Make promises you can keep
- Gain your adversaries' trust in high-stakes talks
- Know when to walk away

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Playing with family in a very park, coming to see the ocean world or hanging out with buddies is a thing that usually you may have done when you have spare time, in that case why don't you try a thing that is really opposite from that. An activity that makes you not feel tired but still relaxing, thrilling like on a roller coaster you have been riding on and with additional info. Even you love Harvard Business Review on Winning Negotiations (Harvard Business Review Paperback Series), you could enjoy both. It is a fine combination right, you still need to miss it? What kind of hangout type is it? Oh come on its mind hangout fellas. What? Still don't have it, oh come on its known as reading friends.

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