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Negotiation Genius gives you detailed strategies—including talking points—that work in the real world even when the other side is hostile, unethical, or more powerful. When you finish it, you will already have an action plan for your next negotiation. You will know what to do and why.

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> Negotiate successfully from a position of weakness > Defuse threats,

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Ultimatums, lies, and other hardball tactics > Overcome resistance and "sell" proposals using proven influence tactics > Negotiate ethically and create trusting relationships—along with great deals > Recognize when the best move is to walk away > And much, much more.

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Bazerman, 0553384112, 9780553384116, Bantam Books, 2008 Professors Malhotra and Bazerman show us how, combining insightful analysis with clear, practical, and ingenious recommendations.”—William Ury, coauthor of Getting to Yes and author of The Power of a Positive No “Shortly after I sat down with Negotiation Genius, I reached for pen ...

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