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The Mind and Heart of the Negotiator Leigh L. Thompson,2013 For undergraduate and graduate level business courses that cover the skills of negotiation Delve into the mind and heart of the negotiator in order to enhance negotiation skills The Mind and Heart of the Negotiator is dedicated to negotiators who want to improve their ability to negotiate whether in multimillion dollar business deals or personal interactions This text provides an integrated view of what to do and what to avoid at the bargaining table facilitated by an integration of theory scientific research and practical examples This edition contains new examples and chapter opening sections as well as more than a hundred new scientific articles on negotiations

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In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has be apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "Negotiating With Backbone Pearsoncmgcom 150753," published by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we will delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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