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Bargaining for Advantage Negotiation Strategies for Reasonable People G. RICHARD SHEL

Director of THE WHARTON EXECUTIVE NEGOTIATION WORKSHOP

"A must read for everyone seeking to master negotiation. This newly updated classic just got even better." —Robert Cialdini, bestselling author of **Influence** and **Pre-Suasion**



Dawn Deeter-Schmelz, Gary Hunter, Terry Loe, Ryan Mullins, Gregory Rich, Lisa Beeler, Wyatt Schrock

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