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and methodical advice for
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important—highly effective and
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Wasynczuk, former Chief
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need to achieve outstanding
results in any negotiation.*

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genius? Unless you are born with
it, is it even possible? The good
news, say Harvard Business
School Professors Deepak
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*Let's start with the simple
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one. You can see genius in the way a person thinks about, prepares for, and executes negotiation strategy. You can see genius in the way a person manages to completely turn around a seemingly hopeless negotiation situation.

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amazing. A "how-to" book for
negotiating. The framework is so
simple and easy to follow, it could
be a cookbook. I hate conflict, I
hate negotiating, but if I ...

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