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### Hbr Guide To Negotiating Hbr

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He is also author of the HBR Guide to Negotiating. Aram Donigian ( [aram.donigian@usma.edu](mailto:aram.donigian@usma.edu) ), a major in the U.S. Army, is an assistant professor at West Point, where he codirects the Negotiation ...

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HBR Guide to Negotiating. Negotiating may seem scary or unpleasant: You may worry that you may not have the right skills to go head-to-head with someone and get what you deserve, or that you'll damage your relationship with your boss, customer, or colleague in the process. And even if you do enjoy the thrill of the argument, chances are that one of you is going to have to give up something you want, right?

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Negotiation is a key to business success and learning the art of effective negotiation leads to better deals. Subscribe now to learn more about negotiation techniques which will help you to collaborate and compete. ... How to Negotiate — Virtually A brief guide. Hal Movius . 11 Jul . 03 mins . 1,816. Negotiating . ... HBR Ascend Staff . 17 ...

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