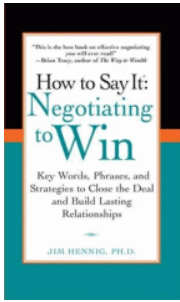


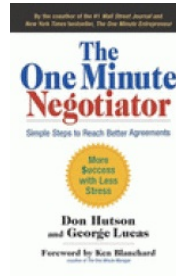
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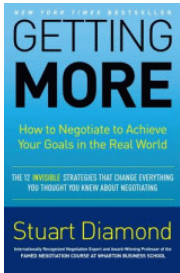
Negotiating to win

Jim Hennig.



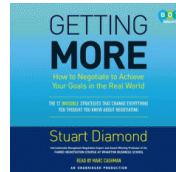
The one minute negotiator

by Don Hutson and George Lucas.



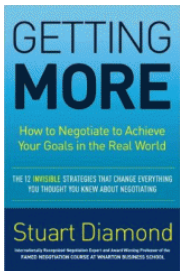
Getting more

Stuart Diamond.



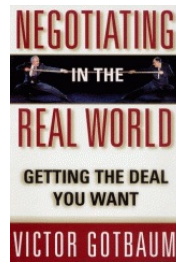
Getting more

Stuart Diamond.



Getting more

Stuart Diamond.

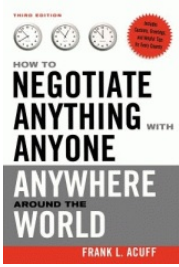


Negotiating in the real world

Victor Gotbaum.

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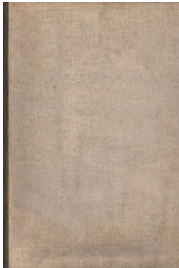
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How to negotiate anything with anyone anywhere around the world
Frank L. Acuff.



Done deal
by Michael Benoliel, with Linda Cashdan.



3-D negotiation
David A. Lax and James K. Sebenius.



Bargaining and markets
Martin J. Osborne, Ariel Rubinstein.