



# How to Master Negotiation

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## **How to Master Negotiation** CEDR

How to Master Negotiation provides individuals with a guide of how to prepare themselves and others for a variety of negotiations; ranging from instantly recognisable transactions, such as deal negotiations, to the more intricate organisational and interpersonal negotiations that often give rise to conflict.

Over 12 chapters, How to Master Negotiation takes the reader through the concepts and practical skills that a negotiator needs. The book is highly practical with each chapter containing a relevant case study and practical tips in addition to theory and explanation of the concepts.

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