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*CONCLUSION - The Negotiation Book: Your Definitive Guide ...*

*The Negotiation Book: Your Definitive Guide to Successful Negotiating*. By Steve Gates. Revised and updated, the second edition of *The Negotiation Book* will teach you about one of the most important skills in business. Every time you negotiate, you are looking for an increased advantage.

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Negotiating is one of the most important skills in business. No other skill offers a better chance of optimizing personal success and that of an organization. *The Negotiation Book* is aimed at professionals who have to negotiate deals in their company and want to develop their skills in this area. Every negotiation should result in an increased advantage and this book shows readers how to achieve this whilst also ensuring the other party also comes away feeling good about the deal.

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*The Negotiation Book (2nd ed.) by Gates, Steve (ebook)*

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