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The Official Site for "Negotiation Genius" From Deepak Malhotra and Max Bazerman, two leaders in executive education at Harvard Business School, here are the frameworks, strategies, and tactics you need to achieve outstanding results in any negotiation.

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of when not to negotiate at all. Even the best negotiators may be better off to walk away in some settings " this book explains why and when. Negotiation Genius works well as an introductory text on negotiation, or as a refresher (and a source of fresh thinking) for experienced negotiators. Lothar Katz is the founder of Leadership Crossroads.

Deepak Malhotra, Max H. Bazerman NEGOTIATION GENIUS

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About Negotiation Genius. From two leaders in executive education at Harvard Business School, here are the mental habits and proven strategies you need to achieve outstanding results in any negotiation.

Negotiation Genius by Deepak Malhotra, Max Bazerman

Negotiation Genius is an extremely readable introduction to the world of negotiation. Written by a pair of Harvard professors, Genius walks the reader through key principles of successful negotiating ...

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