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About this book

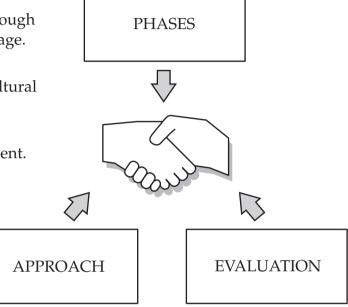
This book is divided into three parts.

• Part One: Phases

The stages a negotiation goes through and the language used at each stage.

• Part Two: Approach
Your approach to negotiation: cultural differences and other problems.

• Part Three: Evaluation
Assessing how the negotiation went.



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