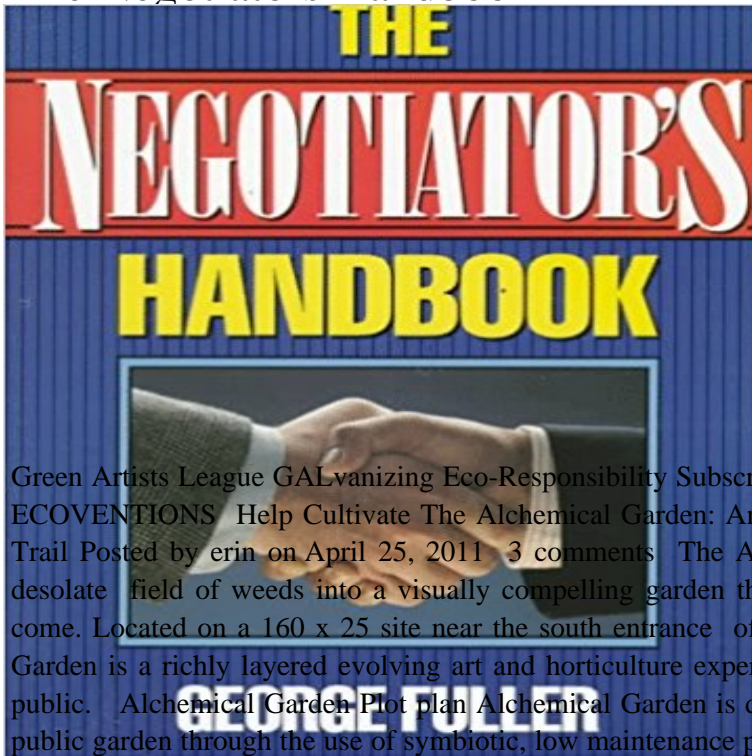


# The Negotiators Handbook



While the ability to negotiate is crucial to business success, it is, unfortunately, an area where many hidden traps await the unwary. This one-stop, A-to-Z handbook arms readers with everything they should know to plan, conduct, and close any negotiation.

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