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## GETTING WHAT YOU WANT IN A NEGOTIATION BY LEARNING HOW TO SIGNAL: HOW TO DEVELOP THE SKILL OF EFFECTIVE SIGNALING IN A NEGOTIATION IN ORDER TO GET THE BEST POSSIBLE OUTCOME (PAPERBACK)

Getting What You Want  
in A Negotiation By  
Learning How To Signal



How To Develop The Skill Of Effective  
Signaling In A Negotiation In Order To  
Get The Best Possible Outcome

"Practical, proven techniques that will help you  
get the best deal possible out of  
your next negotiation"

Dr. Jim Anderson

Createspace Independent Publishing Platform, 2017. Paperback Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.When we sit down to negotiate, we are really entering into a very specialized conversation with the other side of the table. We have a set of goals and they have their own set of goals. The purpose of the negotiation conversation is to find out if there is a way that the needs of both sides of the table can be...

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- Authored by Jim Anderson
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