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He is the author of Secrets of Power Negotiating, Secrets of Power Negotiating for Salespeople, and Secrets of Power Persuasion (all Career Press). Praise For Secrets of Power Negotiating,15th Anniversary Edition: Inside Secrets from a Master Negotiator ...

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Secrets to Power Negotiation has a simple philosophy: Create a win-win solution out of every negotiation so that all parties involved feel good afterwards. The negotiation process should be fun, like a game of chess.

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