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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. Whether you ve seen it all or are just starting out, Negotiation Genius will dramatically improve your negotiating skills and confidence.

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"Shortly after I sat down with Negotiation Genius, I reached for pen and pad and began to make notes. Thirty-five years in the space with hundreds of major negotiations, and this work still has something to teach me.

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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. Whether you've "seen it all" or are just starting out, Negotiation Genius will dramatically improve your negotiating skills

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Editorial Reviews. For both the novice and the master, Negotiation Genius is the single, most essential source for the basic understanding of this increasingly important skill set. Warren Bennis, Distinguished Professor of Management, University of Southern California; coauthor of Judgment: How Winning Leaders Make Great Calls If you'll

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