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43) The opening stance is: A) the first price that a buyer quotes to a seller. B) the attitude to adopt during the negotiation. C) another name for the first round of concessions. D) a package of concessions. Answer: B 44) The bargaining range is defined by: A) the bargaining mix and the opening stance. B) the opening offer and the counteroffer. C) the initial round of concessions.

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Chapter 2

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