

***3 D Negotiation Powerful Tools To Change The Game In Your  
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### 3 D Negotiation Powerful Tools

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3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals (HBS Press; September 26, 2006) is negotiation experts David Lax and James Sebenius new book which takes negotiation to a whole new level: the third dimension.

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### 3-D Negotiation: Powerful Tools to... book by David A. Lax

Summary of 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals By

David Lax and James K. Sebenius Summary written by Brett Reeder, Conflict Research Consortium  
Citation: Lax, David A. & Sebenius, James K., 2006, 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals, Harvard Business School Press, Boston, MA

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