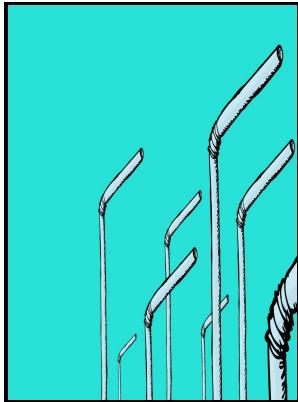


Smart negotiating - how to make good deals in the real world.

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- Smart negotiating - how to make good deals in the real world.
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Notes: Includes index.

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In such cases, try proposing a contingent contract—in essence, a bet about how future events will unfold.

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