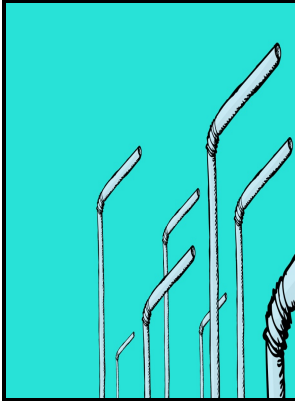


Smart negotiating - how to make good deals in the real world.

Simon & Schuster - Smart Negotiating : How to Make Good Deals in the Real World by James C. Freund (1993, Trade Paperback, Reprint) for sale online



Description: -

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

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

Notes: Includes index.

This edition was published in 1993



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Freund emphasizes basic negotiating skills -- how to use leverage, how to get the.

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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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