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Negotiation Strategies for Reasonable People. The world we live in compels us to always seek for improvements, but is it possible to exploit the technical know-how, while lacking interpersonal skills? – It's pretty hard. Our Bargaining for Advantage Summary presents the link between these two, and outlines Shell's key findings!

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Bargaining for Advantage: Negotiation Strategies for Reasonable People, 2006, 294 pages, G. Richard Shell, 0143036971, 9780143036975, Penguin, 2006

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How to Address the Good Cop, Bad Cop Negotiation Strategy. Now that you are familiar with the good cop, bad cop negotiation strategy, you should be able to recognize it. How should you address it? Head-on, writes G. Richard Shell in his book Bargaining for Advantage: Negotiation Strategies for

Reasonable People (Penguin, 2006).

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