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Professor at Vanderbilt University in Nashville, Tenn., civil libertarian, deipnosophist, nonrecovering chocoholic, avid indoorsman. Connect:

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Essentials of Negotiation (5th edition) is a shorter version of the bigger text Negotiation (6th edition), and is meant to give the reader the general core concepts of negotiation. It's a textbook mainly used for shorter academic courses, or as support for a longer course alongside other books on the subject.

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