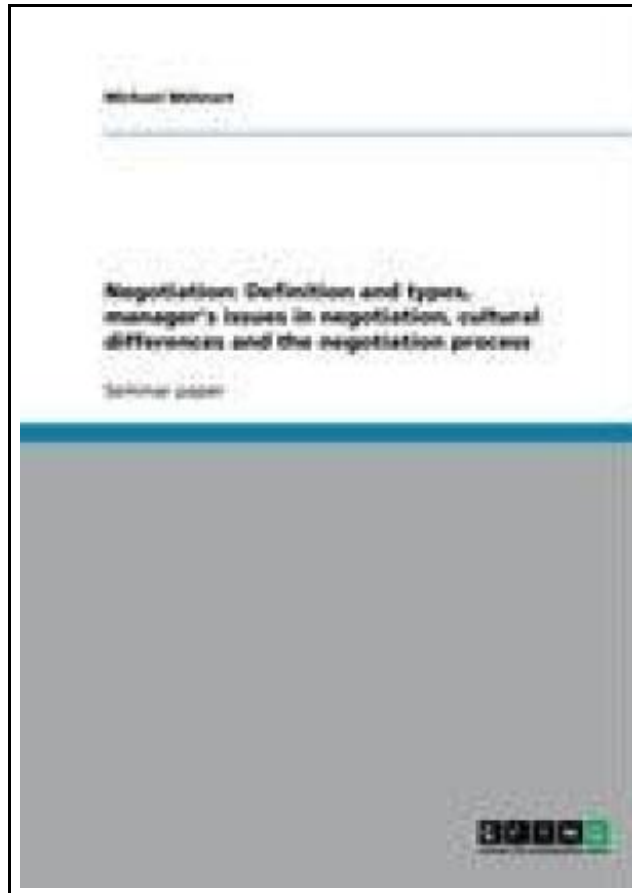


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## NEGOTIATION: DEFINITION AND TYPES, MANAGER'S ISSUES IN NEGOTIATION, CULTURAL DIFFERENCES AND THE NEGOTIATION PROCESS



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