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- Shell, G. Richard. Bargaining For Advantage: Negotiation Strategies For Reasonable People. Penguin Books, 2006.
- Patton, Bruce, Et Al. Difficult Conversations: How To Discuss What Matters Most.

Penguin, 2011. 9th, 2024UNDERSTANDING AND NEGOTIATING BOOK PUBLICATION CONTRACTSAlso Appear In Contracts For Short-form Works (such As Scholarly Or Magazine Articles), This Guide Does Not Specifically Address These Formats. While This Guide May Be Particularly Useful To Authors Who Do Not Have Agents To Help Them Interpret And Negotiate Their Contracts, Authors With Agents May Find That This Guide Will Help Them Better Communicate With Their Agents And Ultimately End Up ... 27th, 2024Negotiating Skills Manual1.1 Scope And Goals Of The Manual 1.1.1 Scope This Manual Has Been Produced As Part Of A Training Programme Being Organised By The EU- ACP Project Management Unit1 With Technical Support From The Institute Of Development Studies (IDS), To Provide A Transfer Of Negotiating Skills. 8th, 2024.

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