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Negotiation Skills: Win-Win Negotiation

For A Negotiation To Be 'win-win', Both Parties Should

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Power, Negotiation Type And Negotiation Tactics

Integrative Negotiations. In Distributive Negotiations, However, High Instead Of Low Power Led To More Fighting Strategy And Higher Self-gain. Together, These Findings Suggest That The Effect Of Power On Negotiators' First Offers, S May 2th, 2024

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