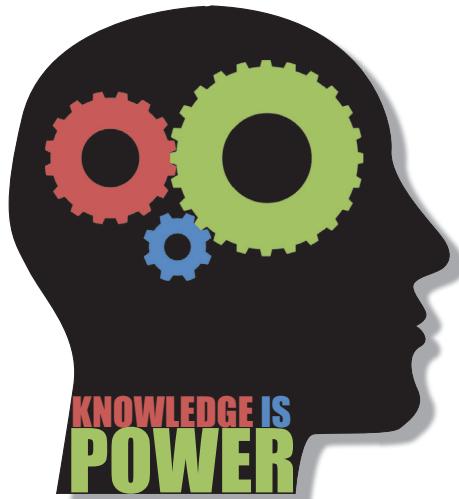


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# Negotiating: Key to the Deal [#0818]



**Chandra  
Hall**

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In Negotiating: Key to the Deal, you'll learn to identify 13 negotiation tactics, describe the 3 critical elements that influence negotiations, and review the 4 principles that will make your negotiations more successful. In today's marketplace, sharp and polished negotiation skills open the door to getting deals done.

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