

Negotiating Rationally Max H Bazerman

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Negotiating Rationally (book review) Bazerman and Neale show us the means in how to deal with our own irrationality and the irrationality of others. About the Author Max H. The ideas presented in this book will go a long way toward putting you on a level with the best negotiators we've seen.

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In this edition of THE SUCCESSFUL NEGOTIATOR, we highly recommend that you read the one recently published book, Negotiating Rationally, by Max H. Bazerman and Margaret Neale. As its title suggests, this book concisely lays out a more rational approach to negotiation. The text is quite readable and we feel everyone can benefit from it.

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