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Win Win is a must read for all students of business as well as business practitioners and provides an in depth analysis of the subject. Effective negotiating is a multi faceted and challenging subject and Arden leaves no stone unturned in getting to the bottom of and explaining the critical elements the reader must understand to be successful.

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4. Win-win negotiation strategy #4:

Negotiate damages upfront. Because not all future events can be anticipated with contingent agreements, another way to foster a win-win agreement is to include

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liquidated damages clauses in your contract that stipulate how much will be paid if the contract is breached, according to Subramanian.

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must consider the following tips: 1. GIVE UP THE “ I-WANT-MORE-THAN-YOU ” ATTITUDE. In this manner, the person is more likely to achieve more positive results than when he worked selfishly and created a win-lose situation. 2. TALK ABOUT YOUR THOUGHTS AND EMOTIONS, INSTEAD OF ACTING

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Win-win negotiation can enable both parties in a discussion to feel that they have made a satisfactory deal, and that neither is the "loser." It's particularly useful when you

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have an ongoing relationship with the other party, and you wish to remain on good terms.

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adj. 1. Beneficial to each of two often opposing groups: a win-win proposition for

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the buyer and the seller.

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