



# **Negotiation at Work: Maximize Your Team's Skills with 60 High-Impact Activities (Amacom) (Paperback) - Common**

*By (author) Ira G. Asherman*

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Negotiation is an essential part of doing business, but to be an effective negotiator one must master a wide variety of skills such as listening, self-awareness, conflict resolution, assertiveness, and more. This book is packed with 60 interactive lessons designed to instill confidence and transform participants into strong negotiators.

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