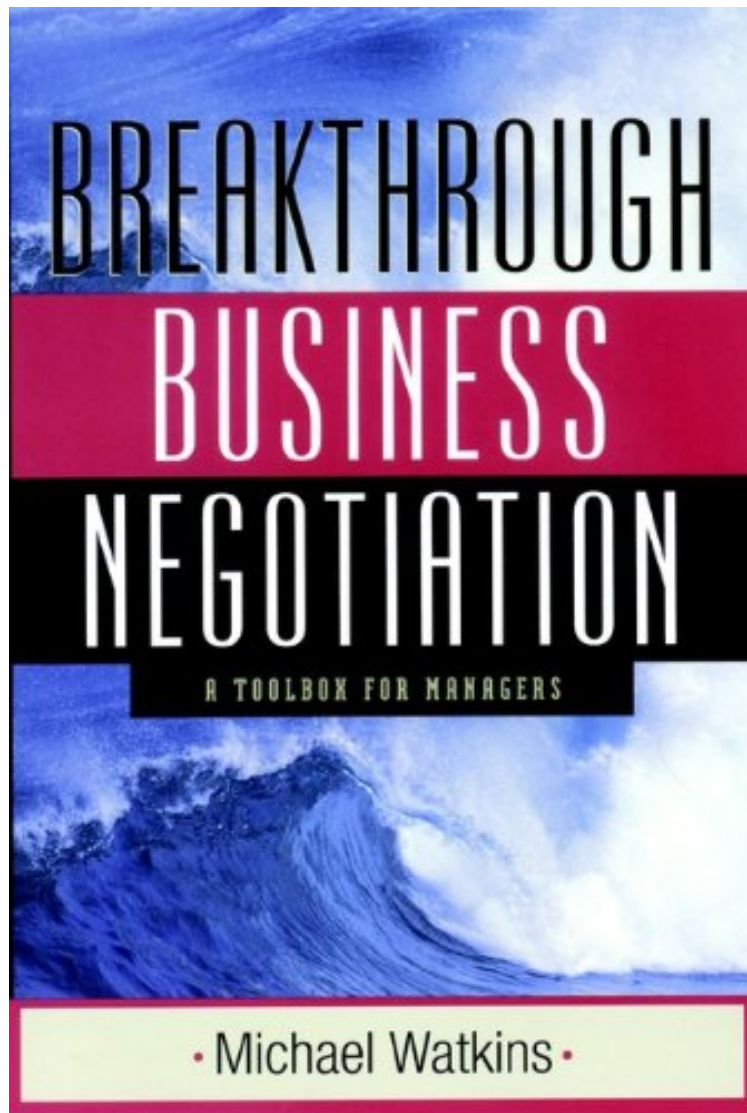


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## Breakthrough Business Negotiation: A Toolbox for Managers

*Michael Watkins*

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**Michael Watkins : Breakthrough Business Negotiation: A Toolbox for Managers** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Breakthrough Business Negotiation: A Toolbox for Managers:

Breakthrough Business Negotiation is a definitive guide to negotiating in any business situation. This smart and practical book by Michael Watkins, a leading expert in negotiation at Harvard Business School, presents principles that apply to any negotiation situation and tools to achieve breakthrough results. Step by step, Breakthrough Business

Negotiation demonstrates how to diagnose a situation, build coalitions, manage internal decision making, persuade others, organize a deal cycle, and create strategic alliances. Watkins also explains how to prevent disputes from poisoning deals.