

## DOWNLOAD MASTERING BUSINESS NEGOTIATION A WORKING GUIDE TO MAKING DEALS AND RESOLVING CONFLICT

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### **Mastering Business Negotiation: A Working Guide to Making**

business, and mastered the skills required to conduct successful negotiations in major accounts. Mastering Major Account Negotiating examines what it takes to be among those top sales performers. It is written to help salespeople develop the expertise for successfully negotiating business opportunities in major accounts with existing or new customers.

### **Mastering Major Account Negotiating -04.28**

terms and foster healthy relationships among the negotiating parties. The model and accompanying theories were developed at Harvard Law School and other leading institutions, and have been used by business professionals, diplomats, and governmental security agencies across the world in a variety of negotiation contexts.

**Obtaining better deal terms while preserving business**

role in an effective business negotiation. Because people are very busy on specific deadlines, a sense of urgency or even inaction often affects the success of negotiation.

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