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Published in 2003 by Harvard Business Review Press, 'Negotiation' is a work written by the expert staff of the Harvard Business Essentials team.

Drawing upon faculty from Harvard, have been designed to cover effective approaches to negotiation theory and conflict resolution. Book Reviews; Cartoons

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Review As part of the 17-title Harvard Business Essentials series, launched in 2002, this book solidly covers the basics of negotiation.

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Dr. Leonard Marcus is founding Director of the Program for Health Care Negotiation and Conflict Resolution at the Harvard Business Review, Harvard

Program on Negotiation at Harvard Law School and conflict resolution. Harvard Business Review on Winning Negotiations

Kelly teaches courses in international business, negotiation and conflict resolution, Emily served as associate faculty at Harvard Law School s Program on

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