

THE PERFECT NEGOTIATION (PERFECT S.) By GAVIN KENNEDY

By GAVIN KENNEDY

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Gavin Kennedy Heriot-Watt University - Edinburgh Business School April 7, 2010

Abstract: Abstract: Daniel Klein and Brandon Lucas s highly original article (from a

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Gavin Kennedy has written many books on negotiating, and is the managing director of Negotiate Ltd.

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Gavin Kennedy is a professorial fellow at Edinburgh Business School and the author of several books, including Everything is Negotiable and The Perfect Negotiation.

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