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It gives you detailed strategies "including talking points" that work in the real world even when the other side is hostile, unethical, or more powerful. When you finish it, you will already have an action plan for your next negotiation. You will know what to do and why. You will also begin building your own reputation as a negotiation genius.

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Negotiation Genius works well as an introductory text on negotiation, or as a refresher (and a source of fresh thinking) for experienced negotiators. Lothar Katz is the founder of Leadership Crossroads. He has a wealth of experience in achieving productive cooperation across cultures and driving business success on a global scale.

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