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Negotiation is a form of communication used

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by people to settle differences or resolve conflict in a way that benefits everyone involved. A negotiation can be as simple as bargaining for a raise in salary or as complex as working out a multinational trade agreement. Negotiation is important because unlike a competition or fight, it allows for collaboration between people so that they can build ...

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The method of principled negotiation was developed at the Harvard Program on Negotiation by Fisher, Ury, and Patton. Its

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purpose is to reach agreement without jeopardizing business relations. The method is based on five propositions: "Separate the people from the problem"

Getting to Yes - Wikipedia

High Performance Collaboration: Leadership, Teamwork and Negotiation is a free management and leadership course offered by Northwestern University in the United States. The class can be taken as a part of the Organizational Leadership Specialization offered by the university or as a standalone course.

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