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BUILT TO WIN: CREATING A WORLD-CLASS NEGOTIATING ORGANIZATION



Harvard Business Review Press. Hardback. Book Condition: new. BRAND NEW, Built to Win: Creating a World-Class Negotiating Organization, Lawrence E. Susskind, Hallam Movius, Companies that consistently negotiate more valuable agreements?in ways that protect key relationships?enjoy an important but often overlooked competitive advantage. Until now, most companies have sought to improve their negotiation outcomes by sending individuals to training workshops. But this new groundbreaking book, using real-world examples from leading companies, shows a more powerful and less expensive way to achieve...

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- Authored by Lawrence E. Susskind, Hallam Movius
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Reviews

A must buy book if you need to adding benefit. I am quite late in start reading this one, but better then never. Its been designed in an exceptionally easy way in fact it is only after i finished reading this publication where in fact modified me, alter the way in my opinion. -- **Prof. London Gerlach**

Complete guideline for publication fanatics. It is actually writter in straightforward words rather than confusing. I am effortlessly could get a pleasure of looking at a written book.

-- Kirstin Schuppe

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