

### **the art of negotiating pdf**

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Integrative negotiation is also called interest-based, merit-based, or principled negotiation. It is a set of techniques that attempts to improve the quality and likelihood of negotiated agreement by taking advantage of the fact that different parties often value various outcomes differently. While distributive negotiation assumes there is a fixed amount of value (a "fixed pie") to be divided ...

### **Negotiation - Wikipedia**

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## **International Business Negotiations: Culture, Dimensions**

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