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37 negotiation tactics for - *do you freak out when you hear the word negotiation does your gut turn palms sweat and heart pound when it comes down to talking price do you self medicate with, **getting to si ja oui hai and da hbr org** - in this article i draw on my work on cross cultural management to identify five rules of thumb for negotiating with someone whose cultural style of communication, **speaker on communication feedback negotiation influence** - engaging and highly interactive speaker author of bestselling book host of popular business podcast influence negotiation gender feedback persuasion,*
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