

SMART NEGOTIATING

JAMES C. FREUND

• LEVERAGE • CREDIBILITY •



SMART

HOW TO MAKE GOOD DEALS
IN THE REAL WORLD

NEGOTIATING



**JAMES C.
FREUND**

INFORMATION • JUDGMENT • CONCESSION PATTERNS

• ULTIMATE COMPROMISE •

REALISTIC EXPECTATIONS • STARTING POINTS

Ea Smart Negotiating

Karin Nielsen-Saines



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