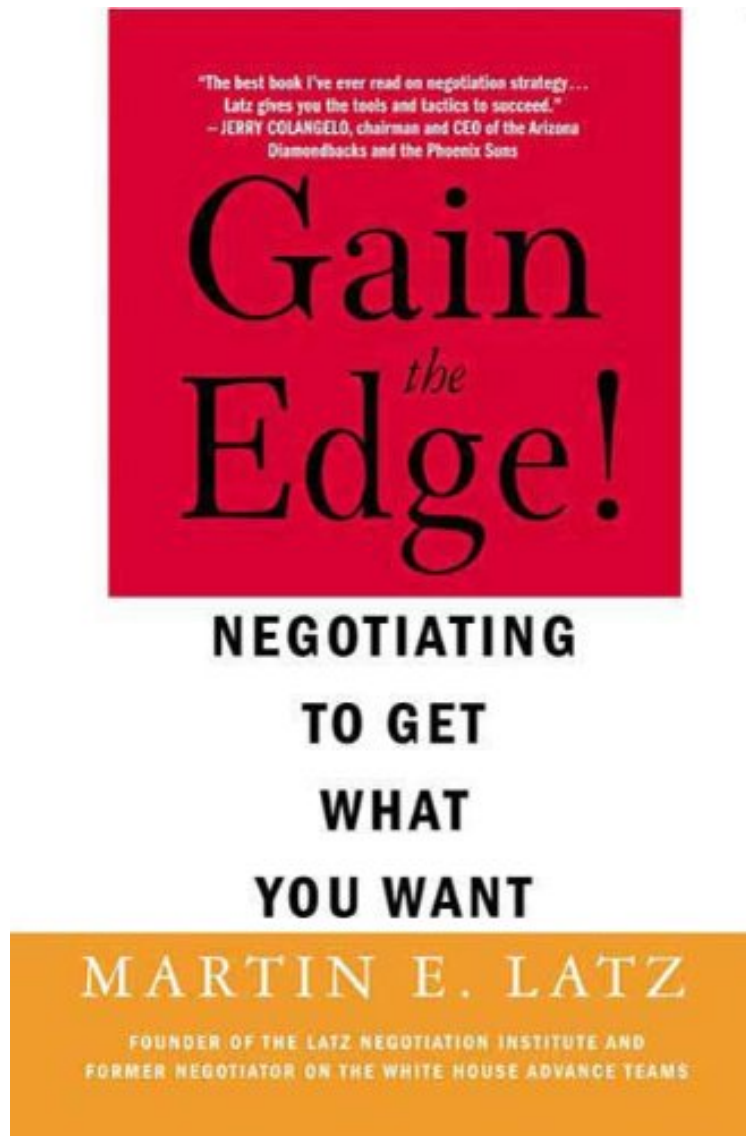


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* Practical strategies to get the information you need before you sit down at the table
* Tactics to maximize your leverage when seemingly powerless
* Secrets to success in emotionally charged negotiations
* A step-by-step system to design the most effective offer-concession strategy
* Ways to deal with different personality types, ethics, and negotiation "games"
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Leave behind instinctive negotiating and its inherent uncertainties. Learn to negotiate strategically. Easy to understand and instantly applicable to real-life situations, *Gain the Edge!* is the ultimate how-to guide for anyone looking to master this critical subject.

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