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Here are six basics of negotiation: 1. Be Prepared. Know about the party you will be negotiating with; Take advantage of your strengths and of their weaknesses

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Planning your negotiation strategy should
always come before selecting negotiating
tactics. Your negotiation strategy serves as
the foundation for the approach and
techniques that you use to achieve your
goals. According to Dr. Chester L. Karrass,
there are nine key building blocks of
negotiation strategy: Power sources and
limits; Product and market strategy; both-win
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