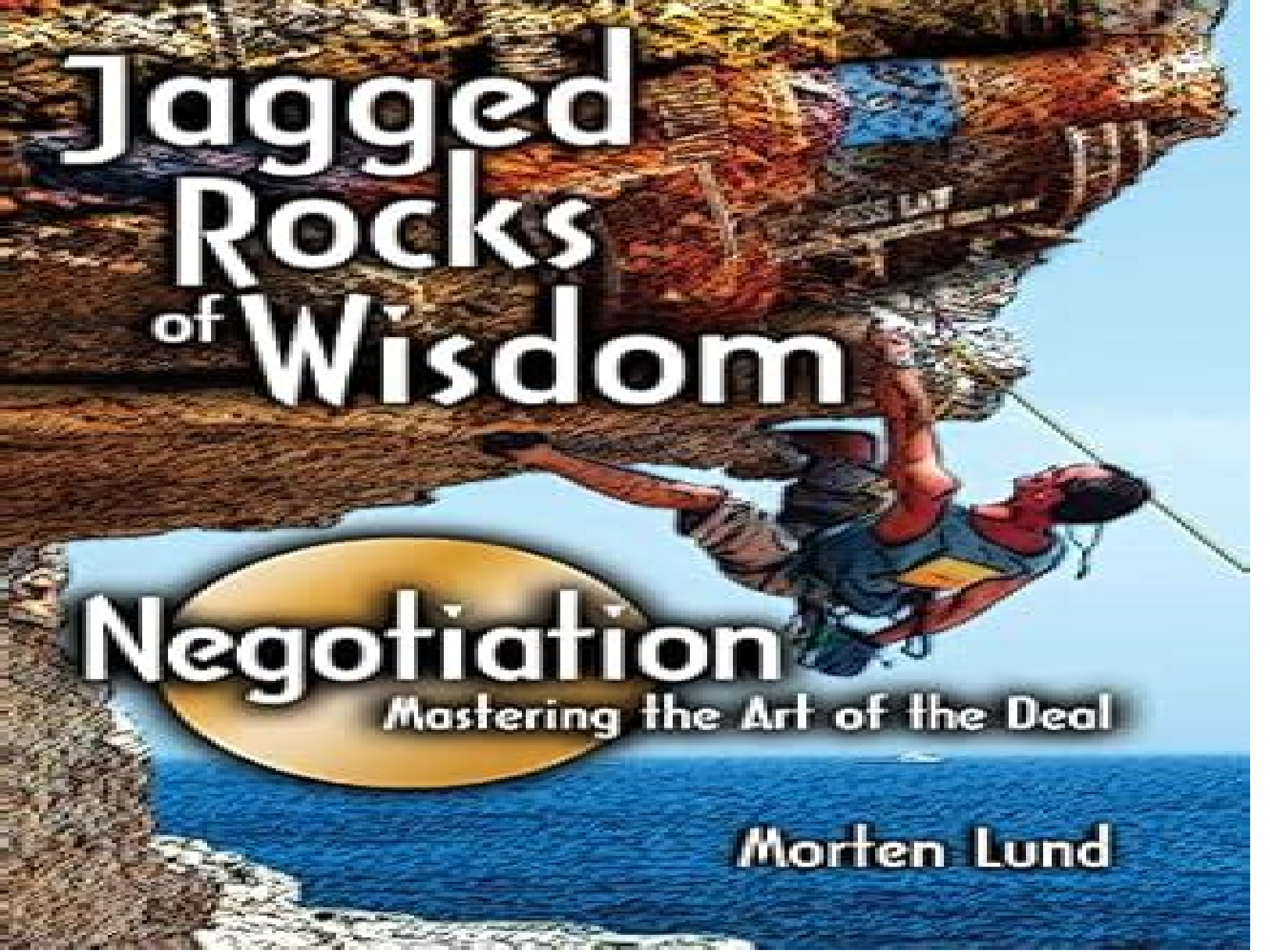


The background of the entire image is a photograph of a man rappelling down a steep, reddish-brown rock face. The man is wearing a red shirt and a blue harness, and is holding onto a rope. The cliff face is jagged and has some graffiti on it, including the words "CROSS LAY". The sky is blue and the ocean is visible at the bottom of the frame.

Jagged Rocks of Wisdom

Negotiation

Mastering the Art of the Deal

Morten Lund

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chapter revealed in three pages the secret of handling stalemate in negotiations including the five typical difficulties in the negotiation process the five strategies for overcoming stalemates in negotiations and the five strategies to keep the motion of negotiation ongoing The ninth chapter revealed in four pages the secret of negotiating in cross cultural circumstances including the four major ways that cultural differences affect negotiations the four major ways of adopting communication styles to different cultures for effective negotiation and the four major ways of developing cultural intelligence for effective negotiation And finally the tenth chapter reveals in four pages the secret of acquiring knowledge from every negotiation including how to contemplate your negotiation skills continually for improvement five ways of absorbing wisdom from every negotiation and the four strategies for applying the knowledge you acquired from negotiations to future negotiations If you are determined to enjoy the personal and business success that comes from mastering the art of negotiation through understanding advanced negotiation techniques that really work this book **TEN CARDINAL SECRETS FOR MASTERING THE ART OF NEGOTIATION Understanding Advanced Negotiation Techniques That Really Work** will prove to be an invaluable guide for you

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