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agreement; (5) clear guidelines on ethical standards that apply to negotiations; (6) factors to consider when deciding whether you should negotiate through an agent; (7) psychological tools you can use in negotiations—and traps to avoid

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when the other side uses them; (8) key elements of contract law that arise during negotiations; and (9) a checklist of factors to use when you evaluate your performance as a negotiator. Second, the book is unique in its holistic approach to the

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negotiation
process. Other
books often focus
narrowly either on
negotiation or on
contract law.

Furthermore, the
books on
negotiation tend to
focus on what
happens at the
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an agreement. These books make the mistaken assumption that success is determined by evaluating the negotiation rather than evaluating performance of the agreement.

Similarly, the books on contract law tend to focus on

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the legal requirements for a contract to be valid, thus giving short shrift to the negotiation process that precedes the contract and to the performance that follows. In the real world, the contracting process is not divided into independent

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phases. What happens during a negotiation has a profound impact on the contract and on the performance that follows. The contract's legal content should reflect the realities of what happened at the bargaining table and the performance that is

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to follow. This book, in contrast to others, covers the entire negotiation process in chronological order beginning with your decision to negotiate and continuing through the evaluation of your performance as a negotiator. A business executive

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leader, the executive realized that negotiations are pervasive in our personal and business lives. With its emphasis on practical action, and with its chronological, holistic approach, this book provides a roadmap you can use when

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brief explanation of the model, yet don't fully explain it well. I personally think this is because those who have copied the model, not being linguists themselves, haven't understood its complexity and for this reason didn't know how

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else best to explain away many of the patterns found in the model. Because I couldn't find such a resource I decided to help new explorers out and actually create a in-depth, if not exhaustive, resource to help those who haven't found much

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