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Malhortra, D. & Bazerman, M. (2008). Negotiation Genius: How To Overcome Obstacles And Achieve Brilliant Results At The Bargaining Table And Beyond. New York: Bantam Books. [Henceforth Referred To As NG In The Module Learning Pages.] Only One User At A Time For The GU Copy; Students Must Use EPUB Devices To View Assignments. Feb 8th, 2024

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• Difficult Conversations, Douglas Stone, Bruce Patton And Sheila Heen, (Viking, NY, 1999) • Beyond Reason, Roger Fisher, Daniel Shapiro, (Penguin Books, NY, 2006) • Emotional Intelligence, Daniel Goleman, (Bantam Books, NY, 1995) Take A Moment To Reflect On Your Own Work. Jan 17th, 2024

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