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You're always negotiating. Whether making a business deal, talking to friends or booking a holiday, negotiation is going on. And most of us are terrible at it.

Experts tell us to negotiate as if we live in a rational world. But people can be angry, fearful and irrational. To achieve your goals you have to be able to deal with the unpredictable.

In *Getting More*, negotiation expert Stuart Diamond reveals the real secrets behind getting more in any negotiation - whatever more means to you. *Getting More* is accessible, jargon-free, innovative ... and it works.

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Author	:	Stuart Diamond
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