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Breakthrough International Negotiation: How Great...

The seven principles of breakthrough negotiation are: 1) Take an active part in the structure of the situation by getting the right people involved, building coalitions, and focusing the agenda. 2) Learn about the history and context of the conflict and the parties.

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Breakthrough international negotiation: how great negotiators transformed the world's toughest post-cold war conflicts Watkins, Michael, 1956- ; Rosegrant, Susan, 1954- ; Harvard Law School. Program on Negotiation

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