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In Bare-Knuckle Negotiation, Felder shares his wit and wisdom about the tactics and strategies of effective negotiation, so laypeople can get what they want when it's time to cut a deal. He covers diverse topics from how to read opponents' nonverbal cues to unnerving your opponent through displays of seemingly irrational behavior.

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And, as negotiations manuals go, it's quite strategic, even if weighted somewhat toward divorce issues. Felder manages to dish the dirt, getAbstract finds, while also serving up useful advice about gloves-off negotiations.

Bare-Knuckle Negotiation (Summary) by Raoul Felder

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