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Influence: Principles Of Influence In Negotiation⁴. ROBERT B. CIALDINI, INFLUENCE: SCIENCE AND PRACTICE, At 1x (4th Ed. 2001). 5. Although This Essay Focuses Primarily On The Ways That Lawyer-negotiators Can Use These Principles Of Influence To Persuade Their Counterparts To Settle, The Principles Are Equally Applicable To Non-lawyer-negotiators. 6. Apr 1th, 2024

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