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Power, Negotiation Type And Negotiation Tactics Integrative Negotiations. In Distributive Negotiations, However, High Instead Of Low Power Led To More Fighting Strategy And Higher Self-gain. Together, These Findings Suggest That The Effect Of Power On Negotiators' First Offers, S Jun 3th, 2024.

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mail: Egryzunova@hse.ru Course Hours: 114 1. Course Description A. Title Of A Course: Negotiation Skills B. Pre-requisites To Successfully Complete This Course Students Are Expected To Have Basic Communication Mar 3th, 2024

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