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The authors have carefully organized Negotiation to coordinate with a newly revised Negotiation: Readings, Exercises and Cases, 7th Edition. A condensed version of this text is also available as Essentials of Negotiation, 6th Edition, which will publish in 2014. To purchase an eBook version of this title, visit [www.CourseSmart.com](http://www.CourseSmart.com) (ISBN ...

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