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that your negotiation skills defined the amount of profit  
you ’ ll be taking home at the end of the day. If you stand  
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Both parties in a negotiation must trust that the other side

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will keep up with promises and agreements. A negotiator must have the skills to implement his promises after bargaining ends. Conclusion. Being a good negotiator requires a set of skills and knowledge to make sure that the required objectives are reached.

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Better negotiating starts with embracing your authentic strengths. The best negotiators set optimistic but justifiable expectations. Appealing to norms helps win negotiations. Fair, reciprocal relationships are conducive to negotiating. You need to know what motivates the other side in a negotiation. Leverage is critical to negotiation.

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