

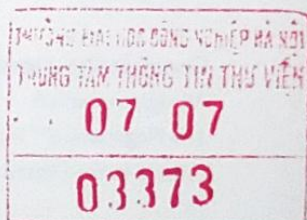
3D Negotiation

POWERFUL TOOLS TO
CHANGE THE GAME
IN YOUR MOST
IMPORTANT DEALS

David A. Lax
James K. Sebenius

HARVARD BUSINESS REVIEW PRESS

3-D Negotiation



*Powerful Tools to Change the Game
in Your Most Important Deals*

David A. Lax and
James K. Sebenius



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