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# Summary : Negotiation Genius - Deepak Malhotra and Max Bazerman: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond

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This summary of the ideas from Deepak Malhotra and Max Bazerman's book "Negotiation Genius" shows that people are not born genius negotiators. This is a skill that can be learned and perfected by absolutely anyone. The authors reveal the framework used by top negotiators and how you can develop instinct to avoid the most common errors and biases. By learning and applying the techniques included in the book, you can become a genius negotiator and start getting what you want.

**Added-value of this summary:**
• Save time
• Understand the key concepts
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