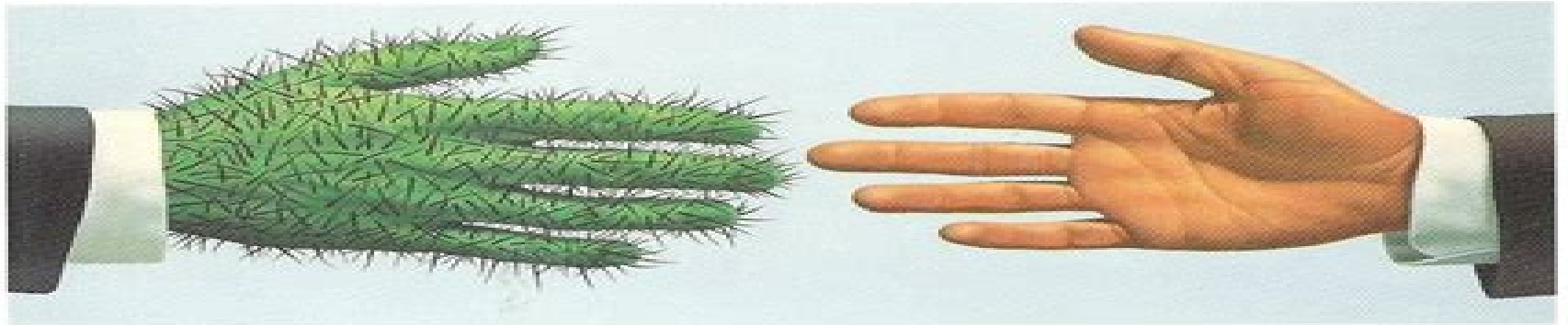


GETTING PAST NO

NEGOTIATING WITH DIFFICULT PEOPLE



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of the Program on Negotiation at Harvard Law School

CO-AUTHOR OF *GETTING TO YES*

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