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Getting Past Yes Negotiating As

Way back in the early 1990's, Roger Fisher and William Ury published a groundbreaking book on interest-based negotiation entitled "Getting to Yes." I wish this was required reading ...

Letter to the Editor: Getting to yes means negotiating

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properly

The trick is to change your framework and the language you use.

How to Negotiate Better and Get What You Want (Without Looking Like a Jerk)

These improvements are one reason I'd like to talk to you about getting a salary increase or ... typically makes at [Y kind of company]?" Yes, doing your research means you will have to talk ...

What to say when negotiating

If you're considering getting a new car but you're not sure what to expect or how to handle yourself, consider these tips before you go to the dealership.

28 Tips for Negotiating With Car Dealers

She sat down with Jessica Abo to share the four things you

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should do when negotiating ... goes past the accolades of, "I went to so and so university." Or, "This is my title at work." Get to ...

4 Things to Do When You're in a Negotiation

The Milton Steinbach Professor at the Yale School of Management, who cofounded Honest Tea as a side gig, combines logic and empathy in a strategy that undercuts power-driven negotiating ...

A kinder, gentler deal

Atlantic City's main casino workers union will vote Wednesday on whether to authorize a strike against the city's casinos, with whom they have yet to reach new contract agreements.

Union set to vote on authorizing Atlantic City casino strike

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Workers have rightfully called out the UCFW negotiators on social media forums as working in the interests of the company during the negotiations.

"It's hard to believe they work for us": Central Indiana Kroger workers speak out against rejected UCFW contract

"We're two weeks past our contract expiration, and we'll continue to try to get ... A "yes" vote will not result in an immediate strike. It simply gives the union's negotiating committee ...

NJ union to begin voting on whether to authorize casino strike in Atlantic City

I am currently negotiating four contracts and chasing up ... so I can take him home three hours past his normal bedtime. That evening we sit down with pizza and Paw Patrol and a very

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exhausted ...

Agents are feeling the burnout too

It's an important point for the players to remember when negotiating with the league ... Gambling is just getting started. The values of these teams are going to continue to skyrocket, I ...

\$4.65 billion for Broncos is just a sign of things to come

Months of searching and negotiating with ... we've said yes to players; and now it's about getting over the line." Porter has, in the past, said the Crew are looking to find a forward who ...

'A lot of irons in the fire': Where the Columbus Crew's search for a new striker stands

After years of fruitless peace talks, the government's negotiating team ... when violence has spiked in years past. "Yes, success.

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The government [is] happy with the situation,” Chayut ...

Peaceful Ramadan Paves Way for Cease-fire Talks in Thai South

Major media corporations employed the likes of Lizzo, the Kardashians, and Shaquille O'Neal at the glitzy weeklong pitchfest known as the TV upfronts to get big ... side of the negotiating table ...

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