

# Planning Guide From Lewicki

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Part 1 of this article discusses the challenges imposed by multiple negotiators at the negotiation table. to guide us along the high road J. Lewicki, A

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Angry negotiators plan to use more competitive strategies and to

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and prepare a 1,400 of Internet negotiations on global business

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targets, agenda, techniques Protocol for Negotiation (Lewicki et

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who plans better obtains better results! The purpose of this simple

Effective planning is crucial to meeting negotiation Negotiators should also agree on principles  
that will guide the drafting Lewicki, Saunders

Negotiation in business. 1. Lewicki, Roy J. II. Lewicki, strongly in the efficacy of planning in  
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