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Active listening self-assessment - Tools - Apply ...

Test-HBS 428 Negotiating (100%) 1. A consulting firm plans to buy office equipment from a retailer that is going out of business. The firm wants to negotiate as low a price as possible; the retailer wants as high a price as possible. This is an example of a... Win-Win negotiation Distributive negotiation Zone of possible agreement Integrative negotiation 2.

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