

# 3 D Negotiation Powerful Tools To Change The Game In Your Most Important Deals

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### 3 D Negotiation Powerful Tools

#### Negotiation Powerful Tools to Change the Game

3-D negotiation: powerful tools to change the game in your most important deals I by David A Lax and James K Sebenius pcm ISBN 1-59139-799-5 (alk paper) 1 Negotiation in business I Title: Three-D negotiation II Sebenius, James K, 1953-III Title HD586L388 2006 6584'052-dc22 2006007901

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#### **The Program on Negotiation at Harvard Law School Annual ...**

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### **Baker Library Core Collection 2/15/07**

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### **Negotiation Strategies: Annotated Bibliography**

Lax, David A Sebenius, James K 3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals Harvard Business Press, 2006 286 pages ISBN 1591397995 Advanced negotiation techniques, more relevant to ECP's with leadership roles involving complex multi-party negotiations than for graduating fellows looking for their first job

### **Introduction**

your ability to relate the tools and themes explored in the readings and class to other 2/3/16 Negotiation Strategy Introductory Framework \* Patton, Bruce 2005 "Negotiation" (Chapter 18: 279-303) In 3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals

### **Massachusetts Institute of Technology**

Session #3 Wednesday 9/13/17 Negotiation Strategy Embracing Negotiation \* Lax, David, and James Sebenius 2006 "Shape Perceptions to Claim Value" (Chapter 12: 181-203) In 3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals Boston, MA: Harvard Business School Press \* Malhotra, Deepak, and Max Bazerman 2008

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### **Fall, 2020 Syllabus**

3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals Harvard Business School Press, 2008 • Wheeler, Michael The Art of Negotiation: How to Improvise Agreement in a Chaotic World Simon & Schuster, 2013 • Susskind, Lawrence, and Jeffrey L Cruikshank Breaking Robert's Rules: the

### **Manager As Negotiator By David Lax | www.uppercasing**

and sold by Amazoncom 3-d Negotiation: Powerful Tools to Change the Game in Your Most Important Deals by David A Lax Hardcover \$1055 Manager as Negotiator: Lax, David A, Sebenius, James K The Manager as Negotiator Negotiating is a way of life for managers, whether renting office space, coaxing a scarce part from another division,