



# Making Negotiations Predictable: What Science Tells Us

*David De Cremer, Madan Pillutla*

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Everybody in business is involved in negotiating internally and externally. The impact of this can have consequences for revenue and profitability, so it is more important than ever to be an effective negotiator for business success. In *Making Negotiations Predictable*, two global experts give crucial insights into getting it right.

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