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project manager should know about negotiation Paper  
presented at PMI® Global Congress 2010?North America  
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January 1st, 1976 - Negotiation is an essential business  
process with the initiation of a negotiation likely to affect  
how the process unfolds Despite the fact that  
opportunities are often lost when one or more parties fail  
to initiate initiation has until recently been overlooked in  
negotiation process models and'**

'**The Subjective Value Inventory**  
**April 30th, 2018 - Source Curhan J R Elfenbein H A amp Xu  
H 2006 What do people value when they negotiate Mapping  
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