

**BEYOND DEALMAKING: FIVE STEPS TO NEGOTIATING
PROFITABLE RELATIONSHIPS**

Nicol Grzyb

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Beyond Dealmaking: Five Steps to Negotiating Profitable Relationships Hardcover - January 26, "Every potential rainmaker and savvy competitor needs Melanie Billings-Yun's GRASP method for negotiation. In five clear steps, Billings-Yun takes the pain and fear out of.

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