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He is also author of the HBR Guide to Negotiating. Aram Donigian ( aram.donigian@usma.edu ), a major in the U.S. Army, is an assistant professor at West Point, where he codirects the Negotiation ...

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HBR Guide to Negotiating. Negotiating may seem scary or unpleasant: You may worry that you may not have the right skills to go head-to-head with someone and get what you deserve, or that you'll damage your relationship with your boss, customer, or colleague in the process. And even if you do enjoy the thrill of the argument, chances are that one of you is going to have to give up something you want, right?

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