

Value Negotiation How To Finally Get The Win Win Right

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into a collaborative effort in which value can be created. From the start, parties share their interests with each other, and in reacting to those interests, we begin to understand, create value, and move forward toward an agreement. Understanding the interests of all involved is at the core of successful negotiations.

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A successful negotiation requires a fine balance between claiming and creating value. This balance is critical, yet often misunderstood. " Value creation occurs when solutions are found that benefit both parties, or at least benefit one of them without making the other worse off," says Harvard Business School Professor Mike Wheeler in the online course Negotiation Mastery .

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