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“a Testing Ground To See How Much You Can Either Get Or How Much You Can Collaborate To Come To Better Terms.”⁷ By Collaborating, You Can Create A Win-win Situation By Understanding And Communicating How You . And The Other Party. Have Needs That Must Be Met. This Requires Time And Effort To Create Mutual Value In A Deal. 4th, 2024

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Process Is Often Referred To As Nemawashi And Ringisei.6 With An ...Cited By: 6Publish Year: 1989Author: Danian Zhang, Kenji KurodaCreated Da 3th, 2024

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