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Harvard Business School professors Deepak Malhotra and Max H. Bazerman provide a look at the common reasons negotiators mistakenly call their counterparts crazy. Mistake #1: They Are Ill-Informed. People operating with incomplete information appear crazy to those who have different information.

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In Negotiation Genius, Harvard Business School professors Malhotra and Bazerman share the skills we all need to excel in negotiation, including how to identify negotiation opportunities in challenging circumstances and negotiate successfully from a weak bargaining position.

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works best when there is adequate practice for it to become a common language in an organization.