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He Is A Co-author Of The Negotiating Skills Portfolio, 1986, Scotwork, And The Art Of

Negotiation, A Longmans Training Film, 1983, Which Is Also Available In The Interactive Format. He Is Also

Author Of The Video Packages: Everything Is

Negotiable, 1987 And Do We Have A Deal?, 1992, Both From Gower. 23th, 2024.

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Written By Professor Gavin Kennedy BA MSc PhD, A

Professor At Edinburgh Business School, Heriot-Watt

University, Edinburgh, Scotland, Since 1984. He Ran
One Of The UK's First Courses On Negotiation At
Brunel University, London, In May 1972, And Has
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