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Herb Cohen is the author of YOU CAN NEGOTIATE ANYTHING, which was on the New York Times Bestseller List for almost one year and finally after two decades his latest book, Negotiate This! By Caring! But Not T-H-A-T Much.

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You Can Negotiate Anything: The World's Best Negotiator

How to Negotiate so Everyone Wins, Especially You! ... BuildingNY: Herb Cohen, author, "You Can Negotiate Anything," Pt. 1 of ... "Art of Charm: Social Capital - People Buy You" | Talks ...

herb cohen

Herb Cohen is the author of YOU CAN NEGOTIATE ANYTHING, which was on the New York Times Bestseller List for almost one year and finally after two decades his latest book, Negotiate This! By Caring! But Not T-H-A-T Much. For more than three decades, HERB COHEN has been a practicing negotiator, intimately enmeshed in some of the world's headline dramas, from hostile takeovers to hostage negotiations

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