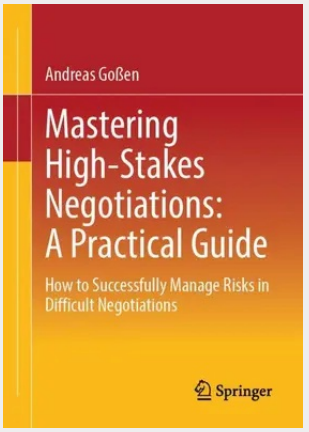
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Mastering High-Stakes Negotiations: A Practical Guide

How to Successfully Manage Risks in Difficult Negotiations

Negotiations are rarely purely factual discussions – they involve psychology, strategy, and tactics. Those who react unprepared quickly lose influence. This practical guide shows you how to stay in control under pressure, actively steer the process, and act with confidence in critical moments. Through realistic case studies, you will learn what truly matters – from making strong demands to de-escalating tense situations. To negotiate successfully, you need more than arguments: you need a clear structure and the right approach. Discover proven strategies to break through deadlocks, manage escalations, and confidently handle uncertainty, tactical maneuvers, and complex dynamics. An indispensable resource for anyone conducting negotiations under pressure – whether in the boardroom, operational teams, digital environments, or crisis management. This handbook provides the essential tools.

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