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NEGOTIATION RULES

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1.	Separate the people from the problem	F
2.	Be hard on the problem and soft on the people when negotiating	F
3.	Focus on interests, not on positions	P
4.	Invent options for mututal win	Þ
5.	Insist on using objective criteria	Ę
6.	Make a 'Plan B' and know when to stop	F