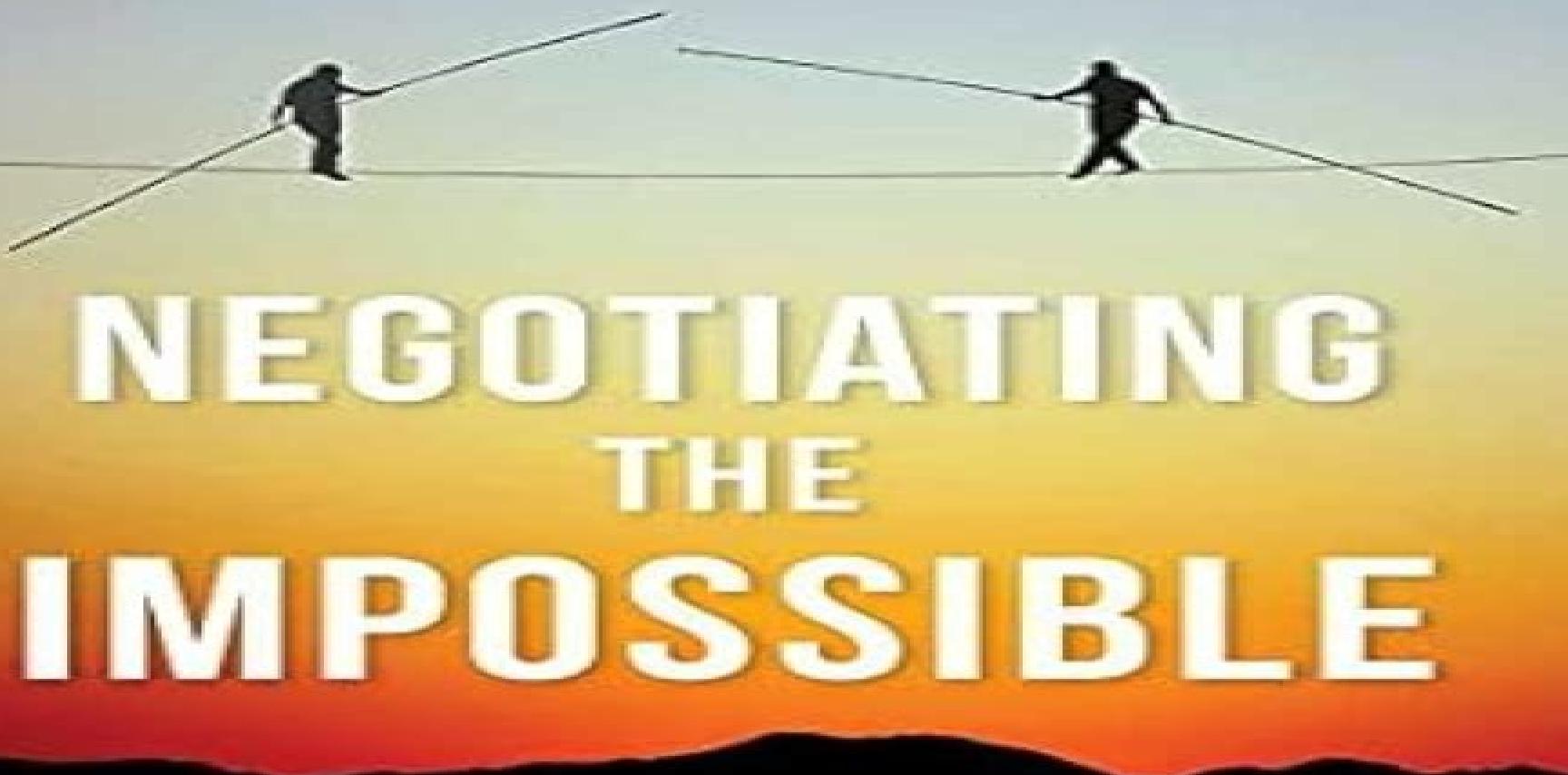




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# NEGOTIATING THE IMPOSSIBLE

DEEPAK MALHOTRA  
HARVARD BUSINESS SCHOOL

# Negotiating The Impossible

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