

# NEGOTIATE - LIKE THE - PROS



A TOP SPORTS NEGOTIATOR'S  
LESSONS FOR MAKING DEALS,  
BUILDING RELATIONSHIPS,  
AND GETTING WHAT YOU WANT

**KENNETH L. SHROPSHIRE**  
DIRECTOR, WHARTON SPORTS BUSINESS INITIATIVE

## Negotiate Like The Pros

**John Patrick Dolan,CareerTrack  
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## **Negotiate Like The Pros:**

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