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In his new book, "Bargaining with the Devil: When to negotiate, when to fight", Robert Mnookin suggests that it is more sensible to negotiate than to fight. In this session of "We Read for You" Prof David Venter, an internationally recognised expert in the field of negotiation, conflict resolution and leadership, delves into the core messages of this book.

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### **[PDF] Bargaining with the Devil (Death and the Devil, #1.4**

Bargaining With the Devil - Page 1 MAIN IDEA

If someone does you wrong in business or in life, should you bargain with them or ignore them and go straight to warfare or litigation?

### **Bargaining With The Devil - qcseminars.com**

In Bargaining with the Devil, Robert Mnookin offers practical advice for the most challenging conflicts â€™ when you are facing an adversary you donâ€™t trust, who may harm you, or who you may even feel is evil.

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during his nine years in prison. Then he discusses the story of Rudolf Kastner, the Jewish leader in Nazi occupied Hungary who chose to bargain with Adolph

### **Bargaining with the Devil: When to Negotiate, When to Fight**

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### **WHO ARE THESE PEOPLE? WHY ARE THEY WITH US TODAY? - AIJA**

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