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And this 270-page “leader’s guide to negotiation – how to use soft skills to get hard results” by Simon Horton is up there with my favourites. It’s stuffed full of research and useful insights from psychology. It provides a plethora of helpful personal communication skills within the context of a framework for managing complex negotiations.

**leader’s guide to negotiation – book review | Kim Tasso**

In a world full of sterile, cookie-cutter “how-to” guides for success in business, The Leader’s Guide to Negotiation stands out as an innovative tool that’s a must-read for those interested in tackling today’s challenges in a new way. Gone are the days where we believe that we must fight to survive in a ruthless business world.

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