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idea: Firstly, a negotiation is a communication: an emotion control and self-confidence are dramatically important. There are 5 questions you have to answer before going into negotiation: 1. “What makes me feel confident on negotiation?” 2.

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control and self-confidence are dramatically important. There are 5 questions you have to answer before going into negotiation: 1. "What makes me feel confident on negotiation?" 2.

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