

**The Art Of Negotiation: How To Improvise Agreement
In A Chaotic World By Michael Wheeler**

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Michael Wheeler is an authority on negotiation theory and practice. Since 1993 he has taught negotiation and leadership courses to thousands of MBA and executive

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Abstract. Michael Wheeler's The Art of Negotiation: How to Improvise Agreement in a Chaotic World stands on the shoulders of a number of previous books on negotiation

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