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into a collaborative effort in which value can be created. From the start, parties share their interests with each other, and in reacting to those interests, we begin to understand, create value, and move forward toward an agreement. Understanding the interests of all involved is at the core of successful negotiations.

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A successful negotiation requires a fine balance between claiming and creating value. This balance is critical, yet often misunderstood. “ Value creation occurs when solutions are found that benefit both parties, or at least benefit one of them without making the other worse off,” says Harvard Business School Professor Mike Wheeler in the online course Negotiation Mastery .

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In his new book, VALUE NEGOTIATION: How to Finally Get the Win-Win Right (Pearson), Falcao answers these and many other questions so that every negotiator can get the most possible value at the least possible risk in the widest range of situations.

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Win Right examines the complicated world of negotiation and provides a simple and practical approach in helping negotiators learn how to consistently deliver the most possible value at the lowest possible risk in the widest range of situations. The textbook consists of three parts: in Become a ...

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Horacio has worked all over the world, mediating complex disputes, facilitating dialogue, and developing negotiation & consensus building strategies. He combines

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this diverse and intense practice with a commitment to researching and writing on negotiation. He is the author of the book “Value Negotiation: How to finally get the win-win right.”

About | Value Negotiation Technologies  
Professor Horacio Falcão, a Senior Affiliate Professor of Decision Sciences at INSEAD, warns companies should not start – nor necessarily end – on “price” when it comes to negotiations. Falcão has written on the concept of value for several years and his work includes the 2010 book Value



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The "Value Negotiation: How to Finally Get the Win-win Right" is an interesting book that teaches a lot of information about the business. Horacio Falcao is the author of this book.

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