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CHAPTER 7: FEARLESS NEGOTIATING.

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Josh has degrees in Computer and electrical engineering and a master's in business administration. His book, Fearless Salary Negotiation,

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Fearless negotiating : the wish-want-walk method to reach solutions

Fearless negotiating : the wish-want-walk method to reach solutions that work, by Michael C. Donaldson. Negotiation in business. 2007, Book , xi, 192 p. .:

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Both he and I have been quite busy with business and life, and we've Josh has written a book called "Fearless Salary Negotiation" [Patrick

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