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the problem some of the costliest mistakes in negotiations take place before anyone sits down at the bargaining table that's because deal makers tend to focus too much on substance offers, **story structure the 5 key turning points of all** - about the author michael haughe works with people who want to change more lives and make more money by telling compelling stories he is one of hollywood's top script consultants and story experts and he has consulted on projects starring among many others will smith morgan freeman julia roberts tom cruise and reese witherspoon, **50 cheap professional development classes anyone can take** - tech classes 36 build a html and css website from scratch skillshare 40 perfect for anyone with a website idea or an interest in learning how to code this self-paced class will give you the skills you need to create your own site, **buying your way into entrepreneurship** - many aspiring leaders take conventional routes to the top in business they get on a c suite track at a large company climb the ladder to partnership at a consulting or investment firm or launch, **divorced dads learn secrets custody access support** - 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never split the difference negotiating as if your life depended on it chris voss tahl raz on amazon.com free shipping on qualifying offers a former international hostage negotiator for the fbi offers a new field tested approach to high stakes negotiations whether in the boardroom or at home after a stint policing the rough streets of kansas city, **retired site pbs programs pbs** - if you are a teacher searching for educational material please visit pbs learningmedia for a wide range of free digital resources spanning preschool through 12th grade, **watch the chinese exclusion act american experience** - clip the chinese exclusion act preview watch a preview of the origin history and impact of the 1882 law that made it illegal for chinese workers to come to america and for chinese nationals*

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