

**Getting To We: Negotiating Agreements For Highly Collaborative Relationships By Jeanette Nyden;Kate Vitasek;David Frydlinger**

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The key to turning around underperforming customer / supplier relationships is Getting to We, not just Negotiating Agreements for Highly Collaborative

## **David frydinger (author of getting to we)**

David Frydinger is the author of Getting to We (3.67 avg rating, 3 ratings, 0 reviews, published 2013) and Getting to We (0.0 avg rating, David Frydinger

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they are profiled in my third book, Getting to We: Negotiating Agreements for Highly Collaborative Relationships. Getting to We is a book about negotiating,

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