

**The Point Of The Deal: How To Negotiate When 'Yes' Is
Not Enough By Danny Ertel**

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Mark Gordon is the author of Desolation Boulevard (3.88 avg rating, 16 ratings, 4 reviews, published 2012), Diamond Creek Dogs (4.33 avg rating, 3 rating

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Danny Ertel is a founding partner of vantage and is a leading authority on negotiation, relationship management and conflict management. He leads the Outsourcing

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Danny ertel (author of getting ready to negotiate

Danny Ertel is the author of The Point of the Deal (3.25 avg rating, 12 ratings, 3 reviews, published 2007), Negocia o Danny Ertel s Followers.

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Danny Ertel is a founding partner Prior to co-founding Vantage Partners, Danny was a and with Mark Gordon, of The Point of the Deal: How to Negotiate when Yes

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Danny Ertel, Mark Gordon. The Point of the Deal: How to Negotiate when Yes is not Enough. : Harvard Business School Press, 2007 .

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