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THE POWER OF SOFT: HOW TO GET WHAT YOU WANT AND NOT BE A ****



Cornerstone. Paperback. Book Condition: new. BRAND NEW, The Power of Soft: How to Get What You Want and Not be A ****, Hilary Gallo, Having spent decades negotiating deals worth hundreds of millions of pounds, Hilary Gallo realised that bullying behaviour rarely got him or his clients the outcomes they were looking for. Over the years he began to develop a new way of approaching negotiations - the power of soft - and soon found his work and home life...

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- Authored by Hilary Gallo
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