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into a collaborative effort in which

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value can be created. From the start, parties share their interests with each other, and in reacting to those interests, we begin to understand, create value, and move forward toward an agreement. Understanding the interests of all involved is at the core of successful negotiations.

Value Negotiation: How to Finally Get the Win-win Right

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A successful negotiation requires a fine balance between claiming and creating value. This balance is critical, yet often misunderstood. “ Value creation occurs when solutions are found that benefit both parties, or at least benefit one of them without making the other worse off, ” says Harvard Business School Professor Mike Wheeler in the online course Negotiation Mastery .

3 Ways to Create Value in a
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**NEGOTIATION: How to Finally
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Falcao** answers these and many
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Horacio has worked all over the world, mediating complex disputes, facilitating dialogue, and developing negotiation & consensus building strategies. He combines this diverse and intense practice with a commitment to researching and writing on negotiation. He is the author of the book “ Value Negotiation: How to finally get the win-win right. ”

About | Value Negotiation
Technologies

Professor Horacio Falcão, a Senior Affiliate Professor of Decision Sciences at INSEAD, warns companies should not start – nor necessarily end – on “ price ”

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when it comes to negotiations. Falcao has written on the concept of value for several years and his work includes the 2010 book Value Negotiation: How to Finally Get the Win-Win Right.

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The “ Value Negotiation: How to Finally Get the Win-win Right ” is an interesting book that teaches a lot of information about the business. Horacio Falcao is the author of this book.

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