

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

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Nov 21, 2007 Danny Ertel, founding partner of Vantage Partners and coauthor of "The Point of the Deal: How to Negotiate When Yes Is Not Enough."

The point of the deal - how to negotiate when yes

The Point of the Deal - How to Negotiate When Yes Is Not Enough (Standard format, CD) / Author: Danny Ertel / Author: Mark Gordon / Reader: Erik Synnestvedt

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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 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 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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Mark gordon (author of desolation boulevard)

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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