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Chapter 1

Canadian Collective Bargaining Law: Principles and Practice. 3rd ed. by Wesley B. Rayner, Mike Rayner, James G. Knight, Brian MacDonald Publication Date: 2017 Essentials of Negotiation. 3rd Canadian edition.

Essentials of Negotiation: Roy Lewicki, Bruce Barry, David ...

This document contains a brief summary about a course given on www.coursera.com about "essentials of negotiation skills" by professor Georges Siedel, Williamson Family Professor of Business Administration and Thurnau Professor of Business LawUniversity of Michigan.

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