

# How To Ask For More And Get It The Art Of Creative Negotiations.pdf

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## [Negotiation - Wikipedia](#)

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Negotiation comes from the Latin *neg* (*no*) and *otia* (*leisure*) referring to businessmen who, unlike the patricians, had no leisure time in their industriousness; it held the meaning of business (*le négoce* in French) until the 17th century when it took on the diplomatic connotation as a dialogue between two or more people or parties intended to reach a beneficial outcome over one or more issues ...

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