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c1 Student: \_\_\_\_\_ 1. People negotiate all the time. True False. 2. Good negotiators are made, not born. True False. 3. Negotiating parties rarely negotiate by choice. True False. 4. It is always a good time to negotiate. True False. 5.

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Answer: B 60) All of the following are true regarding the making of concessions in a negotiation, except: A) Concessions imply a recognition of the legitimacy of the other party's position. B) Concessions are a statement of the failure to recognize the other party's position.

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Exam Name \_\_\_\_\_

TRUE/FALSE. Write 'T' if the statement is true and 'F' if the statement is false. 1) Negotiation is a process reserved only for the skilled diplomat, top salesperson, or ardent ...

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