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_____ 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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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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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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