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Publication Date: 2017. Essentials of Negotiation. 3rd Canadian edition. by Roy J. Lewicki, David M. Saunders, Bruce Barry and Kevin Tasa. Publication Date: 2017. The Art of Collective Bargaining. 3rd ed. by John P. Sanderson and William D. Cole. ISBN: 9780779880652. Publication Date: 2017.  
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17. Many of the most important factors that shape a negotiation

result do not occur during the negotiation, but occur after the parties have negotiated. True False 18. Negotiation situations have fundamentally the same characteristics. True False 19. A creative negotiation that meets the objectives of all sides may not require compromise. True False 20.  
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