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Effective business
negotiation is a core
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management skill. This
is the ability to negotiate
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range of business contexts, including dealmaking, employment discussions, corporate team building, labor/management talks, contracts, handling disputes, employee compensation, business acquisitions, vendor pricing and sales, real estate leases, and the fulfillment of ...

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Heidi Roizen, a venture capitalist at SOFTBANK Venture Capital and a former entrepreneur, maintains an extensive personal and professional network. She leverages this network to benefit both herself and others. The case considers the steps she's taken to build and cultivate a network that is both broad and deep.

Business Negotiations - Program on Negotiation at Harvard ...

Simply put, the case method is a discussion of real-life situations that business executives have faced. On average, you'll attend three to four different classes a day, for a total of about six hours of class time (schedules vary).

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years using the
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Operations - Working Knowledge - Harvard Business School

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Heidi Roizen - Case - Harvard Business School

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written by professors at HBS and other leading business programs worldwide, focusing on real-world problems and decisions companies face.

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Gary P. Pisano is the Harry E. Figgie, Jr. Professor of Business Administration and senior associate dean of faculty development at Harvard Business

School, where he has been on the faculty since 1988. Pisano is an expert in the fields of technology and operations strategy, the management of innovation, and competitive strategy.

The History of the Case Study at Harvard Business School ...

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