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Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law ...

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Getting More is based on Professor Diamond's award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years. It contains a powerful toolkit that can be used in any situation: with kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

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– Stuart Diamond, Getting More: How You Can Negotiate to Succeed in Work & Life. 2 likes. Like "First, here it is: THE GETTING MORE MODEL (aka the Four Quadrant Negotiation Model) Quadrant I–Problems & Goals 1. Goals: short/long term. 2. Problem(s): in reaching your goals. 3. Parties: List. Decision-maker.

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