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### **Never Make the First Offer: (Except When You Should**

A sample: -Never make the first offer: You're not seeking an offer at all; you are seeking information.  
-Business is emotional: If you are less than genuine, people will pick up on it, which is much worse than losing your temper every now and then.

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### **[[PDF Download]] The Day After Never Bundle First 4 Novels**

In research by Kellogg faculty, we've dug deep into the question of, "Should you make the first offer, or let the other person do it?" There is a widespread, almost unquestionable, assumption that it is wise and strategic to let the other person talk first—and that it is suicidal to make the first offer.

### **Negotiation tips: should you make the first offer?**

New York Times bestselling authors Colleen Hoover and Tarryn Fisher are back with the much-anticipated

final installment in the Never Never novella series. Together, Silas Nash and Charlize Wynwood must look deeper into the past to find out who they were and who they want to be.

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