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Michael Watkins is an associate professor of business administration at Harvard Business School in Boston, where he teaches courses on negotiation and corporate diplomacy. Susan Rosegrant is a case writer at the John F. Kennedy School of Government at Harvard University in Cambridge Mass.

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Breakthrough International Negotiation: How Great ...

Michael Watkins is associate professor of business administration at Harvard Business School, where he teaches negotiation and corporate diplomacy. He also has taught at Harvard's Kennedy School of Government. He is the coauthor of Breakthrough International Negotiation (Jossey-Bass, 2001), Right from the Start (1999), and Winning the Influence Game (John Wiley & Sons, 2001).

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Michael D. Watkins is a Canadian-born author of books on leadership and negotiation. He is Professor of Leadership and Organizational Change at the International Institute for Management Development in Switzerland. Watkins studied electrical engineering at the University of Waterloo and business and law at the University of Western Ontario. He has a PhD in decision science from Harvard ...

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