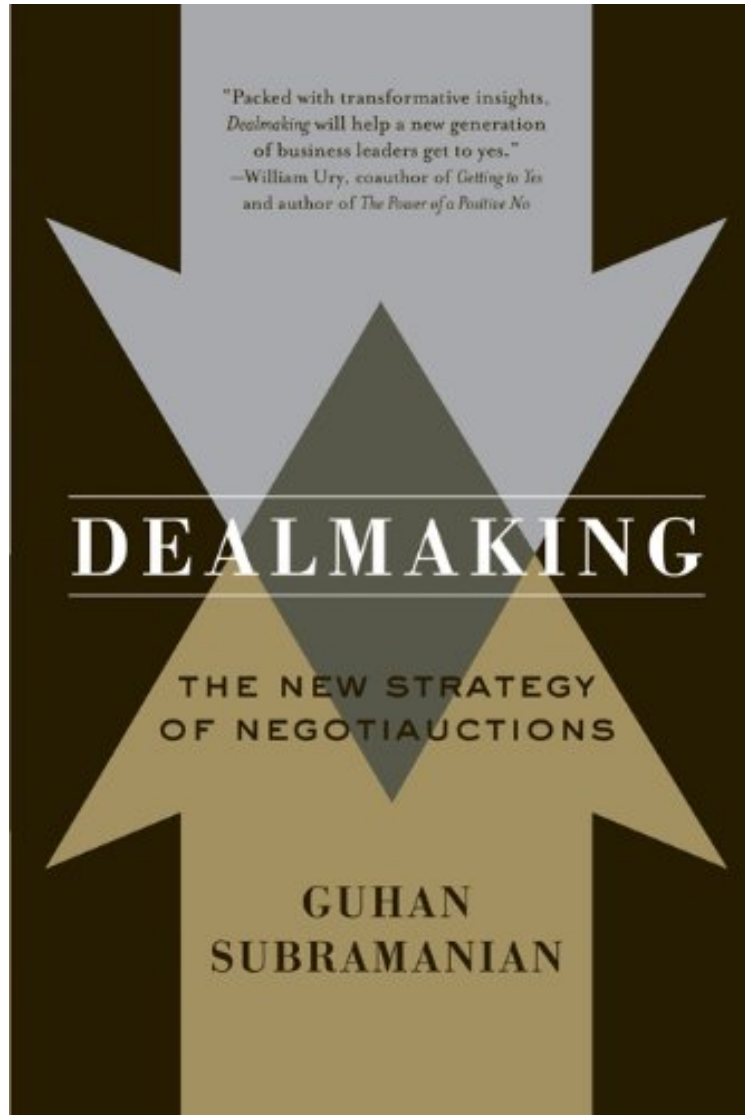


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This brilliant book exposes the connections between negotiations and auctions, and will be indispensable for every professional involved in dealmaking. --Robert Mnookin, author of *Beyond Winning* About the Author Guhan Subramanian, the Joseph Flom Professor of Law and Business at the Harvard Law School and the Douglas Weaver Professor of Business Law at the Harvard Business School, is the first person in the history of Harvard to hold tenured appointments at both schools. He lives in Newton, Massachusetts.