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As a leader, it is intelligent to understand both your own emotions and those of the other person. Keep in mind, emotions influence thinking and can easily jeopardise a negotiation when they spin out of control. To keep the meeting under control, inspire the emotions of the other contributor—and control yours.

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Coalition leaders and other entities negotiating with US military leaders often operate from this assumption.⁵ Every DOD leader must be cognizant of this mind-set. Second, the ability to coerce gives the military leader a powerful and simultaneously danger-laden option when it comes to a ne-gotiating strategy.

Dr. Stefan Eisen Jr. Colonel, USAF, Retired

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Advice for women from women for negotiating their own leadership careers This is a practical guide for any woman dealing with a demanding role. Drawing on extensive interviews with women leaders, the authors isolate five key challenges: Intelligence; Backing; Resources; Buy-In; and Making a Difference.

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