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The prospect of improving your negotiation skills can be so overwhelming that we often delay taking the necessary steps we can follow to improve, such as taking time to prepare thoroughly. The following five guidelines will help you break this daunting task into a series of manageable—and often essential—strategies.

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By Charles Power. In Wednesday's Bulletin, I went over the things you need to do during an enterprise agreement negotiation process to ensure you are bargaining in good faith.. When approaching the negotiation process, some employers prefer to initiate a general discussion with their employees before they start to draft their enterprise agreement and often invite contributions.

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