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BRIAN DIETMEYER and ROB KAPLAN

BRIAN DIETMEYER is a senior partner
and managing director of Think Inc!, a
consulting firm which specializes in

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developing negotiation solutions. He has more than 20 years experience in sales and sales management and lectures to business professionals worldwide on negotiation, marketing and business-to-business research.

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Brian Dietmeyer, President & CEO,
Think! Inc. Brian Dietmeyer was VP
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International prior to founding Think! Inc. in 1996 with Dr. Max Bazerman of Harvard Business School. Brian is the author of three business books: Strategic Negotiation, B2B Street Fighting and Negotiation Blueprinting for Buyers.

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Brian Dietmeyer - web.e-thinkinc.com
Brian Dietmeyer, author of Strategic Negotiation, routinely writes, lectures, consults and conducts workshops on negotiation. Dietmeyer teaches you how to adopt a street fighter 's stance in a business-to-business (B2B) sales negotiation,

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