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Expert Solutions to Everyday Challenges

# Negotiating Outcomes Expert Solutions To Everyday Challenges Pocket Mentor

**JS Bruner**



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*Negotiating Outcomes* Marjorie Corman Aaron, 2007      **Negotiating Outcomes** Harvard Business School Press, 2007

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foundation for succeeding in your new role explaining how to Discard the doer role of the individual contributor for the orchestrating role of the manager Adjust your leadership style to maximize your team s performance Balance conflicting expectations from your boss peers and direct reports Deal productively with the stresses and new emotions that come with being a manager

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