## CONTENTS

Preface vii Acknowledgments ix

- 1 A Positive Negotiation Framework 1
- 2 Being Genuine in Business: Wearing One Hat 13
- 3 Why One Integral Hat in Negotiations? 23
- 4 Building Hat-to-Hat (H2H) Business Relationships 48
- 5 Navigating H<sub>2</sub>H Communication and Strategic Emotions 57
- 6 Pursuing Extraordinary Success 77

Key References and Selected Readings 83