**Negotiations Readings**

1. Dale Carnegie’s ideas may strike many as just manipulative, but they are worth exploring if you are interested in negotiations:

[**https://en.wikipedia.org/wiki/How\_to\_Win\_Friends\_and\_Influence\_People**](https://en.wikipedia.org/wiki/How_to_Win_Friends_and_Influence_People)

1. Preparing by developing a negotiation strategy is a good starting point:

<https://hbr.org/2020/07/whats-your-negotiation-strategy>