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Book - Working With Difficult People; Raphael Lapin is a negotiation specialist and author currently residing in California. He is the founder of Lapin Negotiation Strategies and serves as a consultant to Fortune 500 companies and governments internationally. He is a Working with Difficult People by Raphael Lapin - Goodreads

Working With Difficult People gives you the tools and techniques to communicate with those with whom you don't see eye to eye. Learn the art of patience to compromise and negotiate to get what you want.

[Raphael Lapin \(Author of Working with Difficult People\)](#)

Raphael Lapin is the author of Working with Difficult People (3.91 avg rating, 11 ratings, 2 reviews, published 2009), DK Essential Managers (3.20 avg ra

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[Raphael Lapin - Principal - Lapin Negotiation Services](#)

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Join LinkedIn Summary. Raphael Lapin is a Harvard-trained (and passionate) negotiation, mediation and communication specialist who serves as negotiation consultant and adviser to Fortune 500.

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A practical ebook to working with difficult people which will give you the information and skills to succeed Find out how to work with difficult people. You'll learn to identify the reasons why staff may be causing problems, communicate effectively and negotiate conflict. Tables, illustrations and In

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