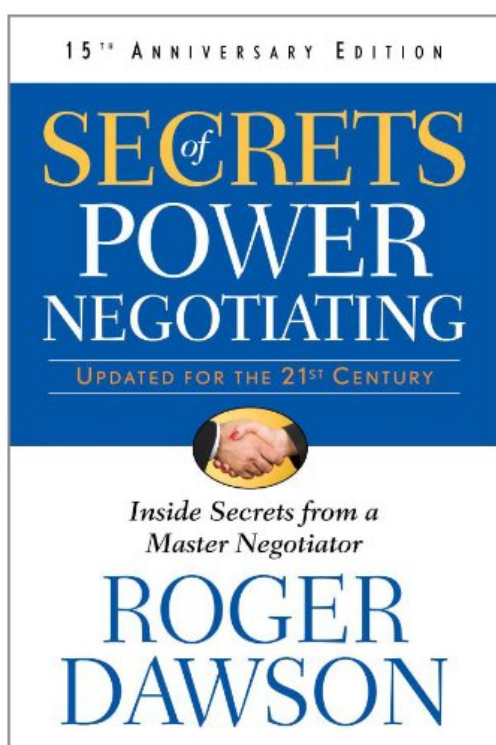


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## **About the Author**

Roger Dawson is the founder of the Power Negotiation Institute and one of the country's top experts on the art of negotiating--*SUCCESS Magazine* calls him "America's Premier Business Negotiator." As a full-time speaker since 1982, Roger has travelled the world to teach business leaders how to improve their profits using his Power Negotiating techniques. He has trained executives at some of the world's largest companies, including General Foods, General Motors, Xerox, IBM, and Harvard Medical School, and conducted seminars around the world. He resides in La Habra Heights, California.

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