



Negotiation Tactics in 12 Angry Men

Atsuto Nakata

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This is the critical analysis paper of the movie “12 angry men”. The movie “12 angry men” is often referred in negotiation classes in US MBA schools. The movie is really good text if you would like to learn negotiation skills.

Also, the books “Getting to YES” and “Influence” are the two famous textbook used in US top MBA schools. This book is the critical analysis paper for the movie 12 Angry men using the knowledge from the books “Getting to YES” and “Influence”.

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