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[HBR Guide to Negotiating \(HBR Guide Series\): Jeff Weiss ...](#)

The HBR guide was more of an outline of how to negotiate with very little real world examples. I never finished the audio book. I think I got to the 5th chapter and realized it wasn't for me. If you want a really good book on negotiating, I recommend "Never Split the Difference." [Shop Business Books - Harvard Business Review Store](#) Buy bestselling books, ebooks, on leadership, strategy, innovation, and other business and management topics. [Popular Hbr Books - Goodreads Share book ...](#)

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I don't know if this book is published through HBR, but read Clayton Christensen's masterpiece, The Innovator's Dilemma. I just checked, and Harvard professor Christensen published his masterpiece through Collins, but I don't care. The Innovator's Dilemma is a veritable blue print.

[HBR's 10 Must Reads Series by Harvard Business Review](#)

[HBR's 10 Must Reads 2015: The Definitive Management Ideas of the Year from Harvard Business Review \(with bonus McKinsey Award Winning article "The Focused Leader"\)](#)

[HBR Guide to Buying a Small Business: Think Big, Buy Small ...](#)

I purchased this book after hearing an HBR IdeaCast interview with professors Ruback and Yudkoff. Their book provides a clear and thorough but concise roadmap to anyone seriously interested in pursuing entrepreneurship through acquisition of a small business.