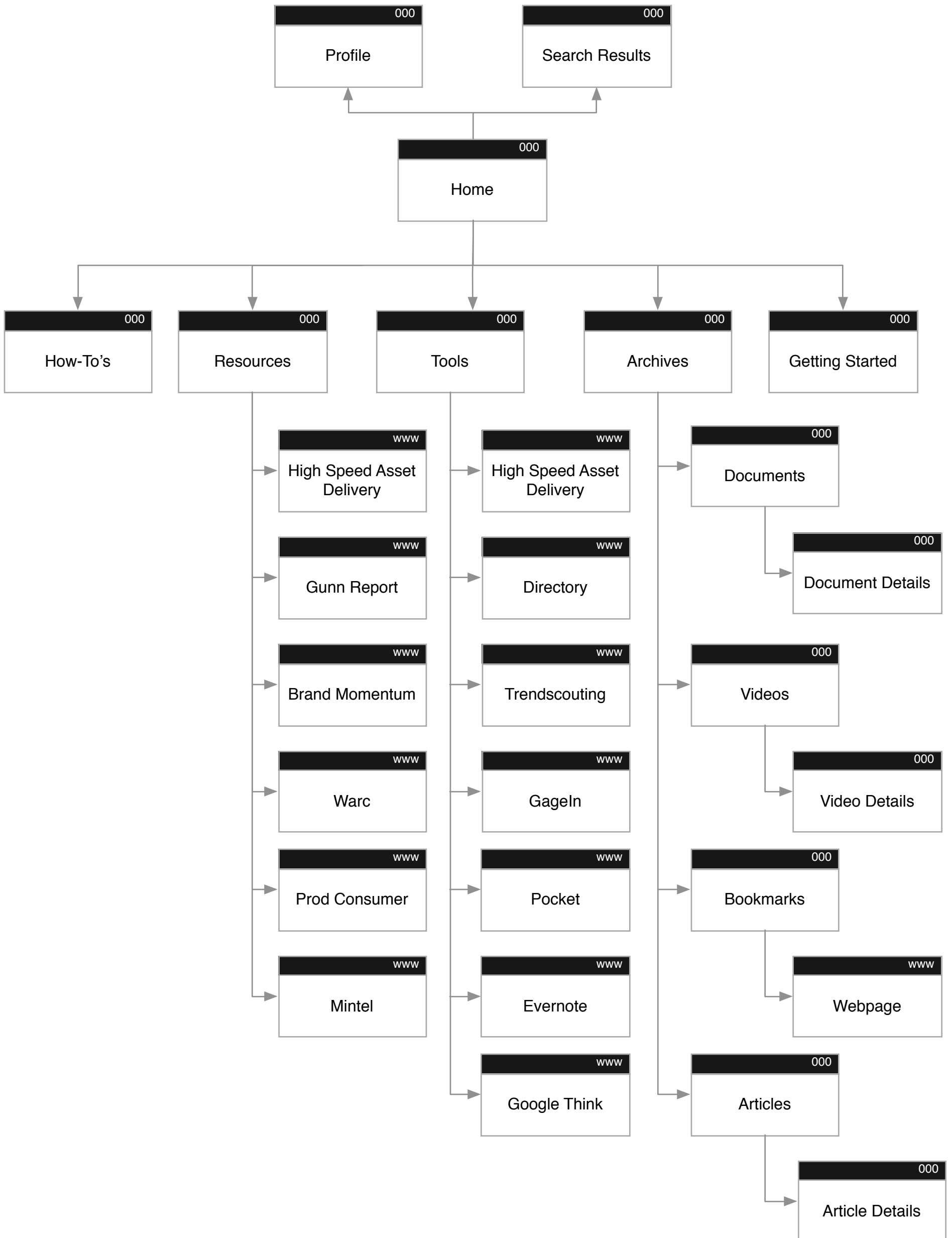



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Sunday				48	30
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by: [Alex Wood](#)
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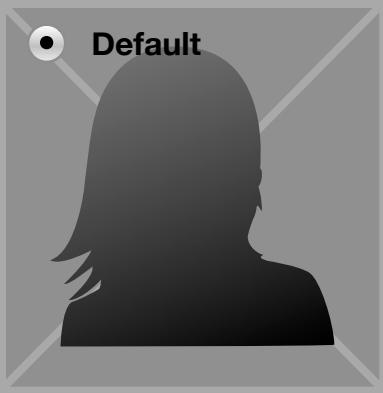
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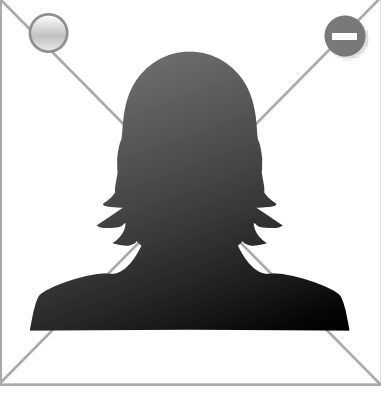
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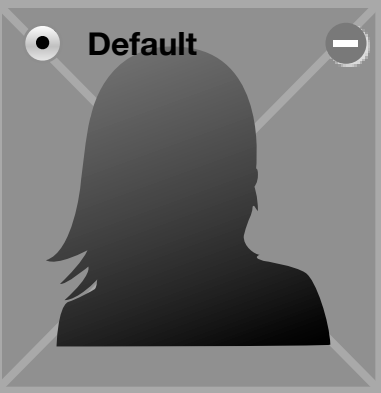
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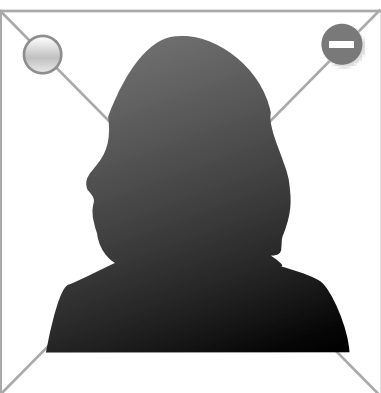


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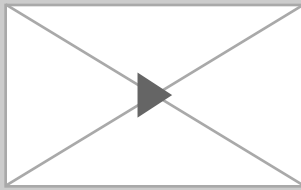
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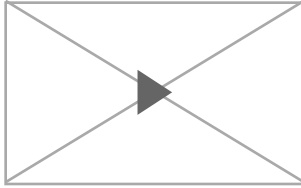
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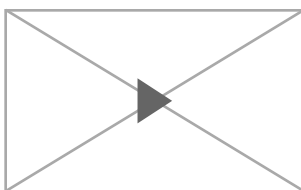
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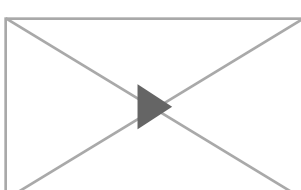
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Pitch To Win

The Art of Negotiation

Negotiating is part of everyday life, but when it comes to pitching, it's absolutely critical to success. Done well, it can lead to new and exciting projects; done poorly, it can be what makes you lose a pitch, or even a client.

For this month's installment of Pitch to Win, we've invited Frank Mangano, Chief Financial Officer of Havas Worldwide New York and North America, to demonstrate this fine art of negotiation and bring you his top five tips for success.

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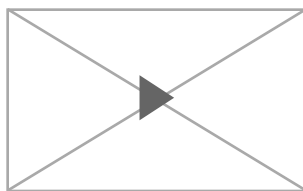
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Global New Business Account Manager
Havas Worldwide, 200 Hudson St, NY, NY 10013
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