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THE POWER OF *Nice*

{ HOW TO NEGOTIATE SO
EVERYONE WINS
—*Especially You!* }

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Power Of Nice How To Negotiate So Everyone Wins Especially You

Ronald M. Shapiro, Mark A. Jankowski



Power Of Nice How To Negotiate So Everyone Wins Especially You:

The Power of Nice Ronald M. Shapiro, 2015-01-27 Learn to get what you want without burning bridges In this revised and updated edition of the renowned classic *The Power of Nice* negotiations expert sports agent New York Times bestselling author attorney business leader and educator Ron Shapiro shares the key principles of effective negotiation through a combination of a time tested process anecdotes and exercises Drawing on his unparalleled experiences from the worlds of sports law business and politics as well as dealing with life issues common to us all Shapiro takes you through the steps of his systematic approach The Three Ps Prepare Probe Propose Learn how to use the process to empower you in negotiations Regardless of your level of experience or the extent of your confidence you will get what you want while building stronger relationships for the future This updated edition contains Significant new material including an expanded view of its applicability to a broad array of business and life challenges a new streamlined version of the Preparation Checklist a more precise understanding of the concept of WIN win forewords by Cal Ripken Jr and Ambassador Charlene Barshefsky and an Epilogue highlighting negotiation lessons from the life of Nelson Mandela The book also provides a link to reinforcement of its lessons through the website of the Shapiro Negotiations Institute Whether you are negotiating with among others a customer or client a boss or government official or even setting a teenager s curfew or getting a last seat on an airplane this invaluable guide will help you read the other side and bring the power of human psychology and a time tested process to the negotiating table If you re tired of uneven compromise and the feeling of being manipulated turn the tables for good with *The Power of Nice* and learn strength from the master himself [The Power of Nice](#) Ronald M. Shapiro, Mark A.

Jankowski, 2013-04-12 One of the most successful dealmakers in the sports industry presents his unique negotiating strategies Ron Shapiro s new book is insightful and entertaining The lessons he learned and the methods he uses should be required reading for anyone whose business relies on the art of negotiation Ron never forgets that treating people with respect and fairness is the key to success Ron and Mark have been helping our company for many years I guess we won t need them anymore they put it all in their book Charles M Cawley Chief Executive Officer MBNA America Bank N A In the field of negotiation Ron Shapiro has always been regarded as the quintessence of class and integrity Predictably he and Mark Jankowski have written a compelling book filled with anecdotes and insights *The Power of Nice* is a fascinating and useful book that is a must read for anyone who wants to build long term mutually profitable relationships Herb Cohen Author *You Can Negotiate Anything* This book taught me everything I ever wanted to know about negotiation and I use it everyday Kirby Puckett Former All Star Center Fielder and Executive Vice President Minnesota Twins Negotiation is not war Negotiation is not a science Negotiation is the commerce of information for ultimate gain from *The Power of Nice* Though not a science negotiating is an art and in this eye opening new book a true master shares his secrets and strategies for success Ron Shapiro is a corporate lawyer teacher and in what is almost a contradiction in terms one of today s most respected sports

agents He has worked with baseball's biggest names Cal Ripken Jr Kirby Puckett Brooks Robinson Dennis Martinez Jim Palmer Eddie Murray and many others Rising to and remaining at the top of a competitive pool filled with smooth talking sleazeball sharks he has succeeded by being of all things a nice guy Now along with his business partner lawyer lecturer and negotiations expert Mark Jankowski Shapiro reveals how anyone who sits down to make a deal can get what they want by exercising the surprising power of nice Together Shapiro and Jankowski have shared their negotiation insights with Fortune 500 companies entrepreneurs universities and government agencies Though the name of the game in negotiating is to obtain desired results how you get them is just as important While many dealmakers play hardball by assuming a winner take all scorched earth attitude they do so at the risk of alienating the party opposite them at the negotiating table thereby losing out on future opportunities This approach is as Shapiro and Jankowski tell us a major strike against effective negotiating and can and should be avoided By using a kinder gentler approach that focuses on forming and keeping strong business connections ultimate gain can still be yours You can be a nice guy and still get what you're after In fact you often get better results achieve more of your goals and build longer term relationships with even greater returns Drawing on their vast experience in win win negotiating as well as such essentials as managing tough situations handling difficult negotiators and unlocking deadlocks the authors take you step by step through a systematic approach that when repeated and mastered will maximize results Based on the three Ps it consists of preparing better than the other side probing so you know what they want and why and proposing ideally without going first and revealing too much but still achieving what you want Supported by invaluable portable negotiation summaries so you can take the power of nice with you this is must reading for anyone who has to make a deal whether it's negotiating with a customer setting a curfew with a teenager or getting the last seat on an over sold airplane

What Works for Women at Work Joan C. Williams, Rachel Dempsey, Anne-Marie Slaughter, 2020-08-25 A mother daughter legal scholar team offers unabashedly straightforward advice in a how to primer for ambitious women Attention grabbing revelations Debora L Spar The New York Times Book Review What Works for Women at Work is a comprehensive and insightful guide for mastering office politics as a woman Authored by Joan C Williams one of the nation's most cited experts on women and work and her daughter Rachel Dempsey this unique book offers a multi generational perspective into the realities of today's workplace Often women receive messages that they have only themselves to blame for failing to get ahead What Works for Women at Work tells women it's not their fault Based on interviews with 127 successful working women over half of them women of color What Works for Women at Work presents a toolkit for getting ahead in today's workplace Distilling over thirty five years of research Williams and Dempsey offer four crisp patterns that affect working women Each represents different challenges and requires different strategies which is why women need to be savvier than men to survive and thrive in high powered careers Williams and Dempsey's analysis of working women is nuanced and in depth going beyond the traditional one size fits all approaches of most career guides for women Throughout

the book they weave real life anecdotes from the women they interviewed along with advice on dealing with difficult situations such as sexual harassment An essential resource for any working woman Many steps beyond Lean In 2013 Sheryl Sandberg s prescription for getting ahead F illed with street smart advice and plain old savvy about the way life works in corporate America Booklist starred review A playbook on how to transcend and triumph O The Oprah Magazine **The Everything Guide to Starting and Running a Catering Business** Joyce Weinberg,2007-10-01 Do you enjoy cooking for others Is your buffet table a work of art Are your parties the best in the neighborhood Then catering may be a great career for you It s all here from getting licenses and choosing the perfect name to developing menus and getting the word out Seasoned food expert and caterer Joyce Weinberg covers all aspects of the catering business and shares her secrets to success with you including how to Choose a specialty fancy fundraisers company and family picnics or romantic weddings Learn the ropes before you start your business Create a marketing plan that gets your company noticed by all the right people Find clients and generate repeat customers The Everything Guide to Starting and Running a Catering Business is all you need to make your passion your profession Negotiation Basics for Cultural Resource Managers Nicholas Dorochoff,2016-09-16 Anyone in the cultural resource management world will tell you that much of the job is successfully negotiating consensus on a course of action between various stakeholders In this volume Nicholas Dorochoff offers the heritage management community the benefit of decades of thinking on negotiation where it is practiced daily the business world Brief practical and geared specifically for cultural resource managers consultants and other interested parties the author slices the negotiation process into its various component parts and steps In a workshop fashion Dorochoff takes the reader through the negotiation process showing where conflicts can arise how they can be solved and how a clear understanding of negotiation strategies can lead to successful resolutions Real world examples checklists and resources are included This handy guide can save cultural resource professionals from months of stalled negotiation on key projects

Bullies, Tyrants, and Impossible People Ronald M. Shapiro,Mark A. Jankowski,James M. Dale,2007-04-24 The impossible people who make life s journey so difficult are everywhere at the office in restaurants on airplanes living next door members of your own family They re your nothing is ever good enough boss the no price is ever low enough client the next door neighbor who redefines the meaning of paranoia the ma tre d who looks through you as if you don t exist the father in law who you know is always thinking about how much better a life his Janey or Joey would have if only married to someone other than you Ron Shapiro and Mark Jankowski give you a simple and highly effective 4 point plan for dealing with all of them and more N I C E Their system shows you how to neutralize your emotions so you don t just react but act purposefully and wisely It enables you to identify the type of bully tyrant or impossible person you re facing the situationally difficult something has happened that turns an otherwise reasonable person into a temporary terror the strategically difficult she has empirical evidence that being difficult is a strategy that gets results or simply difficult being difficult is his 24 7 M O Then

you ll learn how to shape the outcome by controlling the encounter and finally how to get unstuck by exploring your options Using colorful stories from all walks of life He called me the scum of the earth and it went downhill from there First lock all your vendors in a small room and The boss from hell the authors bring their lessons to life from business life to family life

What You Need to Know to Go Global Stephen Creskoff,2016-05-09 What You Need To Know To Go Global is a terrific book Any SME wanting to compete in world markets should read What You Need To Know To Go Global written by an extremely knowledgeable expert with a lifetime of hands on experience William Krist Senior Scholar Wilson Center and author of Globalization and Americas Trade Agreements As a practitioner of international trade law for 30 years I am often asked for help with this very question how do I go international with my business Until now Ive never had a good answer Steve Creskoffs book fills a big gap in the available books on this subject It is very practical and the stories based on his work and experience place the issues in context and allow the reader to understand the how and why not just the what Chapter 9 alone is worth the price of the entire book The value provided in this book is worth hundreds or even thousands of dollars in consulting fees The reader gets the benefit of the authors years of global experience for the price of the book a real bargain Jeff Snyder General editor Global Trade Custom Journal and Chair international trade group Crowell Moring LLP What You Need To Know To Go Global is an invaluable tool for anyone trying to understand and overcome the challenges of international trade It is highly readable and full of insights and practical advice Lynn Reaser Ph D Chief Economist Fermanian Business Economic Institute Point Loma Nazarene University

The Sport Business Handbook Rick Horrow,Rick Burton,Myles Schrag,2023 The Sport Business Handbook provides perspectives from more than 100 of the most prominent figures in the sport industry Plentiful examples and stories including insiders views of major sport deals make this book a bible of information for those looking to advance their careers in this field

Capitalizing on Kindness Kristin Tillquist,2008-09-26 Offers important tips and practical suggestions for gaining an advantage in business through acts of kindness and respect by highlighting how a good rapport and caring attitude benefits the bottom line creating a culture of kindness at work and avoiding barriers when using kindness as a strategy for success

Negotiating Your Investments Steven G. Blum,2014-04-09 Get smart about personal finance with the art and science of negotiation Negotiating Your Investments is an in depth guide to applying the principles of negotiation to your personal finances With expert insight into the before during and after of a successful negotiation you ll learn how to prepare for and conduct important financial discussions with an eye toward getting the best possible outcome The book contains practical actionable guidance toward pursuing what you really want and tools that can greatly improve your chances of getting it Clear concrete advice describes how to influence the other side avoid being taken advantage of and direct the conversation to your advantage As a rule investors fail to negotiate over financial matters to their great detriment Improving returns or reducing fees by a mere 1 percent per year can make a remarkable difference in your bottom line For example a million dollar investment that returns

7 5 percent rather than 6 5 percent over 30 years will put an extra 2 1 million dollars in your pocket On the other hand that much money could easily go straight into someone else s purse With that much money at stake good negotiating practices become extremely valuable Negotiating Your Investments provides the skills and tools you need to hold your own at the negotiating table while offering advice you can put to work immediately Topics include The elements of negotiation identifying goals interests commitments alternatives and power Preparation information exchange bargaining and closing and commitment the four phases of negotiation Asymmetric information conflicts of interest professionalism and whom to trust Investment vehicles and the economic science that lies behind wise investing Hard economic truths involving past results rational market pricing diversification interest rates and the effect of costs on investment returns While the focus is on personal finance the book also includes techniques analysis and examples drawn from award winning negotiation courses It explores the basic theoretical models of bargaining in depth With Negotiating Your Investments you ll gain the skills and confidence you need to be smarter and get better outcomes in both your financial affairs and the many other negotiations you conduct every day

Shifting Into Higher Gear Tom Siciliano, Jeff Caliguire, 2005-04-14 Discover this step by step plan to match your strengths and interests with a career that will fulfill you for a lifetime Shifting into Higher Gear creates a pathway to minimize the stress and confusion of seeking the right job The book presents a comprehensive three stage program for discovering your calling turning that calling into a career and sustaining your passion once you re in the job of your dreams Grounded in Biblical wisdom yet highly practical the book is packed with field tested advice worksheets self assessments and creative questions for action and reflection This is must read will become a trusted owner s manual for a lifetime of meaningful work

Before the Singing Dr. Barbara Tagg, 2013-03-13 Written for the collaborative community that supports children s choirs in school church and community contexts Before the Singing is appropriate for artistic directors conductors music educators board members volunteers administrators staff and university students studying music education or nonprofit arts management Before the Singing inspires new ways of thinking about how choirs are structured for excellence

Dare to Prepare Ronald M. Shapiro, Gregory Jordan, 2009-02-24 Over the course of a forty year career in the worlds of law sports business and politics Ron Shapiro has worked with and advised an incredible variety of people What he s found is that the secret ingredient for getting into the winner s circle is simply the discipline of methodical preparation that old school step by step way of having all your ducks in a row whether you are an executive getting ready to do a deal or make a speech a pitcher studying the traits of opposing hitters and keeping a meticulous notebook of their strengths and weaknesses an international trade negotiator who knows all about the issues and the people on the other side before sitting down at the table or a surgeon who rehearses like a classical musician Deep down you know you should do it But how often do you wing it and fly by the seat of your pants because Gosh I don t have time I ve done this before I know what I m doing It is obvious that you have to get ready for whatever game you re playing but all too frequently methodical preparation is the

missing ingredient in today's world of instant analysis easy access to information and glibness that sounds good at first but is unconnected with the reality at hand In Dare to Prepare successful people such as wine guru Robert Parker investment legend Bill Miller pianist Leon Fleisher Goldman Sachs partner Lisa Fontenelli broadcaster Bob Costas firefighter Ann Marie Tierney New York Mets manager Willie Randolph and many others share the way they apply discipline in preparing for career changing games deals meetings and interviews Cal Ripken Jr played thousands of games in the major leagues but prepared for each like it was his first NPR host Liane Hansen has interviewed countless people but approaches each interview with the same meticulous research time and time again Make sure there are no slips twixt cup and lip as you get ready for your next personal or professional challenge by daring to prepare

Developing Occupation-Centered Programs With the Community Linda Fazio, 2024-06-01 The updated Third Edition of Developing Occupation Centered Programs With the Community continues to provide an excellent step by step workbook approach to designing and implementing a program for the community Inside Developing Occupation Centered Programs With the Community Third Edition Dr Linda Fazio includes the importance of community asset identification and development toward sustainability The Third Edition includes new and updated content on evidence based practice program evaluation at multiple levels funding nonprofits and social entrepreneurship Additionally new trending issues of interest to programmers include human trafficking post combat programming for military veterans and their families arts based programming for all ages and programming to meet current needs of the well elderly Features of the Third Edition Workbook format offers the instructor and the student options for how to use the text in a classroom or independently in an internship or residency The order of the programming process chapter content order summaries and format of exercises has been retained to ease transition for instructors using previous editions of the text The program story section has been retained along with author's notes on what is currently happening with these programs and other related topic areas New content has been added in program sustainability the assessment and building of community assets and consensus organizing in communities More developed content is offered about the structure and function of nonprofit organizations as well as the role and function of the social entrepreneur who does programming for these organizations Included with the text are online supplemental materials for faculty use in the classroom Developing Occupation Centered Programs With the Community Third Edition is an excellent introductory tool and is a valuable resource for occupational therapy students at all levels as well as experienced practitioners in a clinical setting

Communication Gaps and How to Close Them Naomi Karten, 2013-07-15 This is the digital version of the printed book Copyright 2002 The success of systems or software development depends on effective communication But have you ever had trouble articulating a complex concept Have you ever doubted that someone truly understood you or that you completely received someone's message Managers and technical professionals have to communicate effectively in order to understand client requirements build work related relationships meet market demands

and survive time pressures So often though communication breaks down and nothing gets done or done well at least Thankfully Naomi Karten author of *Managing Expectations* is here to help Readers learn how to improve the way they handle a wide variety of communication conflicts from one on one squabbles to interdepartmental chaos to misinterpretations between providers and customers Drawing on a variety of recognizable experiences and on useful models for understanding personalities such as the Myers Briggs Type Indicator and the teachings of family therapist Virginia Satir Karten provides a series of powerful tools and concepts for resolving communication problems as well as methods for preventing them in the first place Inadequate communications include misunderstood or missed messages contradictory or mixed messages and messages that are intentionally sabotaged As the author notes these miscommunications can have a damaging puzzling and counterproductive impact on projects and relationships Karten helps readers identify many of the common factors that can cause communication gaps For example mistaken assumptions of understanding lack of follow up unfixed project terminology emotional baggage personality conflicts mismatched communication preferences Karten s witty conversational tone makes this book easy to read her real life stories and examples make it easy to understand and her use of hilarious cartoons by Mark Tatro brings her lessons to life *Communication Gaps and How to Close Them* is a must read for anyone who recognizes that the way he or she communicates in professional encounters as well as in personal ones can be improved With Karten s useful insights and practical techniques this book will change not only how you communicate but also how you think about communication

Best Friends at the Bar: What Women Need to Know About a ... , Rethinking Negotiation Teaching Christopher Honeyman, James Coben, Giuseppe De Palo, **Becoming a Sports Agent** Gary Rivlin, 2021-02-16 A revealing guide to a career as a sports agent written by Pulitzer Prize winning journalist Gary Rivlin and based on the real life experiences of several top agents required reading for anyone considering this profession *Becoming a Sports Agent* takes you behind the scenes to find out what it s really like and what it really takes to become a sports agent Bestselling and Pulitzer Prize winning reporter Gary Rivlin shadows some of the best agents in sports to show how this dream job becomes reality Behind every high profile athlete in football baseball basketball and more is an agent Learn the ins and outs of scouting contract negotiation licensing brand building and more Takeaway invaluable lessons as you follow the paths of top tier agents from legendary pioneers like Leigh Steinberg who represents star quarterback Patrick Mahomes to Don Yee who represents Tom Brady to Matt Sosnick whose client list includes baseball rookie sensation Pete Alonso Rivlin uncovers the realities of this cut throat business from discovering unknown talent to securing multi million dollar deals **Acquisition Management** R. M. Engelbeck, 2001-09 Your Step by Step Guide to Today s Best Procurement Practices *Acquisition Management* is a great book for those in the government acquisition business It is complete and well documented I was especially impressed with the format which makes it valuable for training people new to the acquisition field and as a reference to those with more experience Brig Gen James C Dever Jr USAF Ret Formerly DCS Contracting and Manufacturing

Air Force Systems Command Whether you re a contractor or government personnel one thing is for sure The federal procurement process is undergoing a major overhaul And to be successful you must master a host of new methods rules and requirements New from Management Concepts Acquisition Management is the first step by step guide to the government s new strategies and methods for procurement This new streamlined acquisition process adopts the best practices of the business world to boost cost efficiency and reduce the time from contract development to delivery Acquisition Management prepares you fully to understand and apply these new acquisition techniques teaching you how to manage contract risk and work more effectively as a member of a multi functional team Key Features Reviews acquisition principles to help you develop a basis for decision making Gives you step by step guidance for every phase of the process from solicitation to closeout Places the procurement process in a risk management context to help you troubleshoot problems and ensure success Outlines the roles and tasks of major players in the process to help you work more effectively as part of the contracting team Presents pertinent information from the FAR at each applicable point in the acquisition process

Learning, Creating, and Using Knowledge Joseph D. Novak, 2010-02-02 This fully revised and updated edition of Learning Creating and Using Knowledge recognizes that the future of economic well being in today s knowledge and information society rests upon the effectiveness of schools and corporations to empower their people to be more effective learners and knowledge creators Novak s pioneering theory of education presented in the first edition remains viable and useful This new edition updates his theory for meaningful learning and autonomous knowledge building along with tools to make it operational that is concept maps created with the use of CMapTools and the V diagram The theory is easy to put into practice since it includes resources to facilitate the process especially concept maps now optimised by CMapTools software CMapTools software is highly intuitive and easy to use People who have until now been reluctant to use the new technologies in their professional lives are will find this book particularly helpful Learning Creating and Using Knowledge is essential reading for educators at all levels and corporate managers who seek to enhance worker productivity

Unveiling the Energy of Verbal Beauty: An Psychological Sojourn through **Power Of Nice How To Negotiate So Everyone Wins Especially You**

In a world inundated with displays and the cacophony of instant communication, the profound power and psychological resonance of verbal beauty often fade in to obscurity, eclipsed by the continuous assault of sound and distractions. However, situated within the lyrical pages of **Power Of Nice How To Negotiate So Everyone Wins Especially You**, a captivating work of literary elegance that impulses with natural feelings, lies an memorable trip waiting to be embarked upon. Published with a virtuoso wordsmith, this interesting opus manuals visitors on a mental odyssey, delicately revealing the latent possible and profound influence stuck within the complex web of language. Within the heart-wrenching expanse of the evocative evaluation, we will embark upon an introspective exploration of the book is main themes, dissect their fascinating writing model, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

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Table of Contents Power Of Nice How To Negotiate So Everyone Wins Especially You

1. Understanding the eBook Power Of Nice How To Negotiate So Everyone Wins Especially You
 - The Rise of Digital Reading Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Advantages of eBooks Over Traditional Books
2. Identifying Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Power Of Nice How To Negotiate So Everyone Wins Especially You
 - User-Friendly Interface
4. Exploring eBook Recommendations from Power Of Nice How To Negotiate So Everyone Wins Especially You

- Personalized Recommendations
 - Power Of Nice How To Negotiate So Everyone Wins Especially You User Reviews and Ratings
 - Power Of Nice How To Negotiate So Everyone Wins Especially You and Bestseller Lists
5. Accessing Power Of Nice How To Negotiate So Everyone Wins Especially You Free and Paid eBooks
 - Power Of Nice How To Negotiate So Everyone Wins Especially You Public Domain eBooks
 - Power Of Nice How To Negotiate So Everyone Wins Especially You eBook Subscription Services
 - Power Of Nice How To Negotiate So Everyone Wins Especially You Budget-Friendly Options
 6. Navigating Power Of Nice How To Negotiate So Everyone Wins Especially You eBook Formats
 - ePub, PDF, MOBI, and More
 - Power Of Nice How To Negotiate So Everyone Wins Especially You Compatibility with Devices
 - Power Of Nice How To Negotiate So Everyone Wins Especially You Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Highlighting and Note-Taking Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Interactive Elements Power Of Nice How To Negotiate So Everyone Wins Especially You
 8. Staying Engaged with Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Power Of Nice How To Negotiate So Everyone Wins Especially You
 9. Balancing eBooks and Physical Books Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Power Of Nice How To Negotiate So Everyone Wins Especially You
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Setting Reading Goals Power Of Nice How To Negotiate So Everyone Wins Especially You
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Power Of Nice How To Negotiate So Everyone Wins Especially You

- Fact-Checking eBook Content of Power Of Nice How To Negotiate So Everyone Wins Especially You
- Distinguishing Credible Sources

13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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