

Albany Middle School  
1259 Brighton Ave.  
Albany, CA 94706

Dear Reader,

I am a business student and I go to the Haas Business School. One of my professors is Professor Biffman. He teaches a course on business negotiation. He is a good teacher, with a very informational course on business negotiation. Professor Biffman is also famous for giving lectures on negotiation. He travels to fairs and events all over the country. Since the professor is getting too old to fly, I want to make a website and includes a digital presentation and a few of Professor Biffman's work for people to read about Professor Biffman and learn about negotiation so Professor Biffman can still teach people about business negotiation.

Since starting the website, I have learned a lot about negotiation. I have learned how to start my negotiation, how to act during the negotiation, and also how to control my reactions and emotions. Professor Biffman even taught me more when making the website, than in class.

I have been in this negotiation course in Haas Business School for at least two years now and I have added a little bit of information that I have learned over the years. What I love about making this website is that I can review and learn more about negotiation. I find that the information can be difficult, there are information that go into two or more categories and some may be already been read. What I find surprising is that I have a lot of information and I have a lot of work to do. I hope you enjoy this website and the valuable information it has, maybe it can help you when negotiating with someone.

Sincerely,

Dylan Clarke