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Ethical Dilemma: To Reciprocate

You are negotiating to buy a house. So far, the seller has been very cooperative in working out the terms. You are engaged in an integrative style of negotiation. However, there is a problem. There is a wrought iron horse sculpture in the interior of the house on the chimney. The seller would like to exclude this on the sale agreement but is saying it was a birthday gift from a family member. The seller would like to have it remain in the house because the seller has been so cooperative. You aren't sure whether to pursue this.



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