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Working together on a persuasive budget

By Nick Gallo and Giovanni Gallo

Pitching a budget to a board of directors can be intimidating, especially if there is opposition to your proposed plan. It may be tempting to try to persuade the board members of the merits of your budget, but this approach frequently results in tension and conflict. Instead, it is usually more effective to approach the situation with a collaborative and negotiating mindset.

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