



## Negotiation Analysis

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By Howard Raiffa

Harvard University Press Mrz 2007, 2007. Taschenbuch. Book Condition: Neu. 256x172x32 mm. Neuware - Although analytical in its approach--building from simple hypothetical examples--the book can be understood by those with only a high school background in mathematics. It therefore will have a broad relevance for both the theory and practice of negotiation analysis as it is applied to disputes that range from those between family members, business partners, and business competitors to those involving labor and management, environmentalists and developers, and nations. 576 pp. Englisch.



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