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Altri autori (Persone)	MnookinRobert H SusskindLawrence FosterPacey C
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Turning the Tables: Negotiation as the Exogenous Variable; Chapter 8 - First, Let's Kill All the Agents!; Commentary - Unnecessary Toughness: Hard Bargaining as an Extreme Sport  
Part III - Prescriptive ImplicationsChapter 9 - Major Themes and Prescriptive Implications; Chapter 10 - Agents in Negotiations: Toward Testable Propositions; Annotated Bibliography of Selected Sources; Index; About the Authors

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Sommario/riassunto

This volume explores current negotiation theory, providing a framework for understanding the complexity of negotiating for others. It includes labour-management relations, international diplomacy, sports agents, legislative process and agency law.

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