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Altri autori (Persone)	KramerRoderick M <1950-> (Roderick Moreland) MessickDavid M
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Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and indexes.
Nota di contenuto	part I. Negotiator cognition in social contexts -- part II. The relational contexts of negotiation -- part III. Experimental explorations.
Sommario/riassunto	A collection of 14 studies emphasizing the social dimensions of negotiation as a means of reducing the domination of the field by cognitive approaches. Among the topics are an information-processing perspective on the social context in negotiation, social factors that make freedom unattractive and more.