

1. Record Nr.	UNINA9910810669803321
Titolo	Negotiating on behalf of others : advice to lawyers, business executives, sports agents, diplomats, politicians, and everybody else // edited by Robert H. Mnookin, Lawrence E. Susskind, with Pacey C. Foster
Pubbl/distr/stampa	Thousand Oaks, Calif. ; ; London, : SAGE, c1999
ISBN	0-7619-1326-2 1-322-41286-3 1-4522-2134-0
Edizione	[1st ed.]
Descrizione fisica	1 online resource (xi, 332 p.) : ill
Collana	Negotiation and dispute resolution
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Disciplina	302.3
Soggetti	Negotiation in business - United States Negotiation - United States Agency (Law) - United States
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	Cover; Contents; Preface; Introduction; Part I - Negotiation Theory Revisited; Chapter 1 - Toward a Theory of Representation in Negotiation; Commentary - The Shifting Role of Agents in Interest-Based Negotiations; Chapter 2 - Authority of an Agent:When Is Less Better?; Commentary - Rational Authority Allocation to an Agent; Chapter 3 - Minimizing Agency Costs in Two-Level Games: Lessons From the Trade Authority Controversies in the United States and the European Union; Commentary - Minimizing Agency Costs:Toward a Testable Theory; Part II - Agency in Context Chapter 4 - Challenges for International Diplomatic Agents Commentary - The Role of Agents in International Negotiation; Chapter 5 - Law and Power in Agency Relationships; Commentary - Law and Power in Agency Relationships; Chapter 6 - Agency in the Context of Labor Negotiations; Commentary - Agency in the Context of Labor Management; Chapter 7 - Legislators as Negotiators; Commentary -

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

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.
