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Part III - Prescriptive Implications
Chapter 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.
