



## The Art and Science of Negotiation (Paperback)

By Howard Raiffa

HARVARD UNIVERSITY PRESS, United States, 1985. Paperback. Condition: New. Revised ed.. Language: English . Brand New Book. Whether you are selling a house, closing a business deal, settling a divorce, arbitrating a labor dispute, or trying to hammer out an international treaty, The Art and Science of Negotiation will measurably improve your negotiation skills. This is a sophisticated book directed to lawyers, labor arbitrators, business executives, college deans, diplomats, and many other professionals. Using a vast array of specific cases and clear, hopeful diagrams, Raiffa not only elucidates the step-by-step processes of negotiation but also translates this deeper understanding into practical guidelines.



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