

Negotiating Rationally

by Max H Bazerman; Margaret Ann Neale

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Macmillan, Inc. NEW YORK. Maxwell Macmillan Negotiating Rationally - PON - Program on Negotiation at Harvard . [Show abstract] [Hide abstract] ABSTRACT: Opposing interests, bounded rationality and decisional bias may severely hinder conflict resolution. When the Negotiating rationally: the power and impact of the negotiators . - jstor