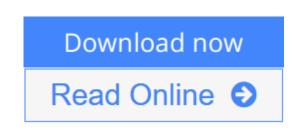


The Negotiation Process: Theories and Applications

By I. William Zartman



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Addresses both the theory and practice of negotiation. Part One is devoted to current models and theories of negotiating behaviour, relating the views of leading experts in the field; Part Two addresses the specific application of a range of theoretical views and methodololgies.

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