

The Art And Science Of Negotiation By Howard Raiffa

By Howard Raiffa

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2004600.docx.ashx Negotiation is the art and science of securing an agreement between two or more interdependent parties. Howard Raiffa

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Howard Raiffa is the author of The Art and Science of Negotiation (3.57 avg rating, 42 ratings, 3 reviews, published 1982),
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Howard Raiffa, Negotiation Analysis: The Science and Art of Contributions of Applied Systems Analysis to International
Negotiation. Howard Raiffa.

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The art and science of negotiation, by Howard Raiffa. Cambridge, MA: Harvard University Press, 1982, The art and science
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Howard Raiffa is a professor at Harvard Business School who has a background in game theory and competitive decision
making skills. He is also affiliated with the

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