

# The Art And Science Of Negotiation By Howard Raiffa

**By 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), Negotiation Analysis (4.09 av

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Howard Raiffa (born January 24, 1924) is the Frank P. Ramsey Professor (Emeritus) of Managerial Economics, a joint chair held by the Business School and the Kennedy

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