

The Art And Science Of Negotiation By Howard Raiffa

By Howard Raiffa

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BOOK NOTE THE ART & SCIENCE OF NEGOTIATION. By Howard Raiffa. Cambridge, Massachusetts: Harvard University Press. 1982. Pp. vii, 373.

This masterly book substantially extends Howard Raiffa's earlier classic, "The Art and Science of Negotiation." It does so by incorporating three

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Book Reviews : Howard Raiffa: The Art and Science of Negotiation. How to resolve conflicts and get the best out of bargaining 1982, Cambridge, M.A

Howard Raiffa has been a pioneer in all aspects of the decision sciences. Raiffa H (1982) The art of science and negotiation. Harvard University Press,

The art and science of negotiation, by Howard Raiffa. Cambridge, MA: Harvard University Press, 1982, The art and science of negotiation, by Howard Raiffa.

by Howard Raiffa. Level: Advanced. Categories: The Art and Science of Negotiation takes a novel and bold approach to the negotiation problem from two perspectives.

366 ECONOMICA [AUGUST According to the cover "blurb" (which was clearly not written by Raiffa), this "is a sophisticated self-help book" which will "measurably

About the Author: Howard Raiffa is Frank P. Ramsey Professor of Managerial Economics (Emeritus), Harvard Business

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