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'Negotiation Theory and Research' will serve as a comprehensive overview of the topic with original contributions from leaders in social psychology and negotiation research. All topics covered in this volume are core to the understanding of the negotiation process.

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Negotiation theory Wikipedia

The foundations of negotiation theory are decision analysis, behavioral decision making, game theory, and negotiation analysis. Another classification of theories distinguishes between Structural Analysis, Strategic Analysis, Process Analysis, Integrative Analysis and behavioral analysis of negotiations.

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