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Venue: International Negotiation: Analysis, Approaches, Issues, V. A. Kremenyuk, Ed. San Francisco, CA: Jossey-Bass <http://citeseerx.ist.psu.edu/showciting?cid=1617147>

Contributions of Applied Systems Analysis to -

Citation: Raiffa, Howard. "Contributions of Applied Systems Analysis to International Negotiation." Chap. 1 in International Negotiation: Analysis, Approaches, Issues <http://www.hbs.edu/faculty/Pages/item.aspx?num=12055>

International Negotiation - negotiations -

International Negotiation. This effort requires a package approach to the issues surrounding the Cyprus problem, Ctr for Negotiation Analysis <http://negotiations.org/JIN%207-2%20Abstracts.doc>

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problem solving approach - PON Program on -

May 10, 2015 problem solving approach. An approach to negotiation first articulated in the book Getting to YES written by Roger Fisher and William Ury. The problem <http://www.pon.harvard.edu/tag/problem-solving-approach/>

CiteSeerX Citation Query International -

Venue: International Negotiation: Analysis, Approaches, Issues. San Francisco: Jossey-Bass Publishers <http://citeseerx.ist.psu.edu/showciting?cid=2928230>

Wiley-VCH - Kremenyuk, Victor A. (ed.) - -

Kurzbeschreibung An updated version of a classic work in the field, International Negotiation, is filled with timely contributions from an international panel of <http://www.wiley-vch.de/publish/dt/AreaOfInterestBA00/availableTitles/0-7879-5886-7/>

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Citation: Sebenius, James K. "Negotiation Analysis." In International Negotiation: Analysis, Approaches, Issues. 2nd ed. Edited by Victor Kremenyuk, 203 215.

<http://www.hbs.edu/faculty/Pages/item.aspx?num=712>

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