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<http://www.wiley-vch.de/publish/dt/AreaOfInterestBA00/availableTitles/0-7879-5886-7/>

Negotiation Analysis - Chapter - Harvard Business -

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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International Negotiation by Victor A. Kremenyuk: The first edition of International Negotiation became a best-selling classic in the field of global conflict resolution.
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<http://www.negotiations.com/case/negotiation-problem/>

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>

of applied systems analysis to international -

Venue: International Negotiation: Analysis, Approaches, Issues, V. A. Kremenyuk, Ed. San Francisco, CA: Jossey-Bass

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