



## The Elements of Negotiation Management (Classic Reprint) (Paperback)

By J D Nyhart

Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Excerpt from The Elements of Negotiation Management The authors are, respectively. Professor of Management and Ocean Engineering. Sloan School of Management and Department of Ocean Engineering, and doctoral candidate, Department of Ocean Engineering, MIT. The work described in this paper is part of a multi-disciplinary effort underway at the MIT Project on Modeling for Negotiation Management. The following provided support for this work and are gratefully acknowledged. School of Engineering, MIT; Project Athena, MIT; National Institute for Dispute Resolution; Program on the Processes of International Negotiation at the American Academy of Arts and Sciences under a grant from the Unisys Corporation. This working paper is one in a series of manuscripts in their draft form. Please do not copy without the permission of the authors. Comments are welcome and should be directed to the attention of the authors. About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to digitally reconstruct the work, preserving the...

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