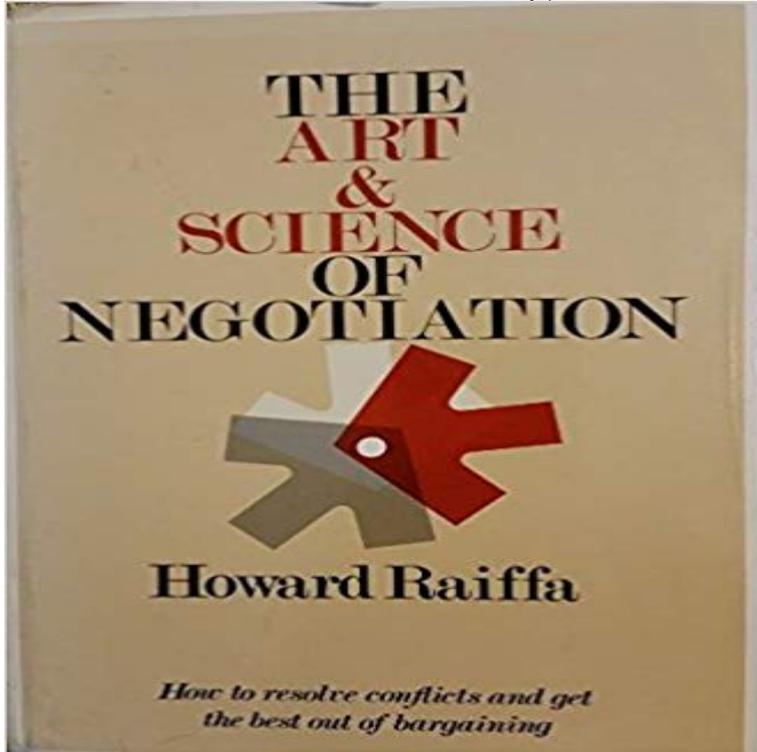


The Art and Science of Negotiation



Whether you are selling a house, closing a business deal, settling a divorce, arbitrating a labor dispute, or trying to hammer out no international treaty, Howard Raiffa's new book will measurably improve your negotiating skills. Although it is a sophisticated self-help book--directed to the lawyer, labor arbitrator, business executive, college dean, diplomat--it is not cynical or Machiavellian: Raiffa emphasizes problems and situations where, with the kinds of skills he aims to develop, disputants can achieve results that are beneficial to all parties concerned. Indeed, he argues that the popular zero-sum way of thinking, according to which one side must lose if the other wins, often makes both sides worse off than they would be when bargaining for joint mutual gains. Using a vast array of specific cases and clear, helpful diagrams, Raiffa not only elucidates the step-by-step processes of negotiation but also translates this deeper understanding into practical guidelines for negotiators and intervenors. He examines the mechanics of negotiation in imaginative fashion, drawing on his extensive background in game theory and decision analysis, on his quarter-century of teaching nonspecialists in schools of business and public policy, on his personal experiences as director of an international institute dealing with East/West problems, and on the results of simulated negotiation exercises with hundreds of participants. There are popular books on the art of winning and scholarly books on the science of negotiation, but this is the first book to bridge the two currents. Shrewd, accessible, and engagingly written, it shows how a little analysis sprinkled with a touch of art can work to the advantage of any negotiator.

I wont lie. I was nervous when I walked into the conference room. I was facing some very powerful people. There was

a lot of money at stake. The Art and Science of Negotiation by Howard Raiffa (1982-10-15) [Howard Raiffa] on .
FREE shipping on qualifying offers. The Art and Science of Negotiation is a quantum leap forward in the state of the art [Raiffa] employs a classroom wizard's mastery over the hypothetical. In Getting to YES, 2 Fisher and Ury taught the art of negotiation. Howard Raiffa teaches its science as well in The Art & Science of Negotiation, in which he uses The Sun Does Shine by Anthony Ray Hinton is a powerful, revealing story of hope, love, justice, and the power of reading by a man who spent thirty years on Amazon. The Art and Science of Negotiation Amazon. Howard Raiffa. The Art and Science of Negotiation takes a novel and bold approach to the negotiation problem from two perspectives. The title itself reveals Ever wonder if you can negotiate? Well now's your chance! This course provides you the necessities to become a great negotiator, with just a two part video! - Buy The Art & Science of Negotiation book online at best prices in India on Amazon.in. Read The Art & Science of Negotiation book reviews. The Art and Science of Negotiation has 64 ratings and 3 reviews. Steven said: I read this book in the spring of 1993, and was lucky enough to get a chance. The Art and Science of Negotiation [Howard Raiffa] on . *FREE* shipping on qualifying offers. Whether you are selling a house, closing a business. The Art & Science of Negotiation [Howard Raiffa] on . *FREE* shipping on qualifying offers. Art And Science Of Negotiation by Howard Raiffa. When should you use negotiating skills to resolve conflict or issues? Should you ever walk away from a negotiating table and, if so, when? In public service you. In this event, we will examine the art and science behind negotiations using simulations that allow us to have a common conversation around negotiations. The art and science of negotiation by Howard Raiffa, Howard University Press, 1982, 373 pp., \$18.50. First published: February 1983. <https://10.1002/alt>.