

Negotiation Study Guide

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Review Essay Legal Negotiation: A Study of Strategies in Search of a Theory Carrie Menkel-Meadow
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Program on Negotiation at Harvard Law School the Negotiating module of Harvard ManageMentor provides a practical guide to becoming an effective negotiator.
<https://cb.hbsp.harvard.edu/discipline/negotiation>

Negotiation - Wikipedia, the free encyclopedia -

Negotiation is a dialogue between two or more people or parties intended to reach a mutually beneficial The study of the subject is called negotiation theory.
<http://en.wikipedia.org/wiki/Negotiation>

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<http://www.pon.harvard.edu/category/daily/negotiation-skills-daily/>

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<http://www.pon.harvard.edu/daily/conflict-resolution/the-challenges-of-online-negotiations/?mqsc=E3802852>

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