

Negotiation and Bargaining for Conflict Resolution

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07 June, 2024

What are Negotiation and Bargaining?

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Negotiation: A Tool of Bargaining Conflicting Incompatibilities

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- ❑ Negotiation is one of the most frequently used means of handling international disputes.
- ❑ Diplomats of the states have to be willing to be directly engaged in discussion to

Social Psychology Of Bargaining And Negotiation

Mark Steyvers



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