

View Online at <https://aerobasegroup.com/nsn/7610-01-576-2155>

**Publication Media Type:**

Paper support

**Document Title:**

Essentials of negotiation

**Subject Matter:**

A short derivative from the main "negotiation" text (7610-01-576-2150); major new sections include material on dispute framing, coalitions and types of relationships between negotiators

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**Publication Date:**

2006-09-01

**Publisher:**

Mcgraw-hill higher education

**National Language:**

English

**Special Features:**

Paperback

**Shelf Life:**

N/a

**Unit Of Measure:**

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**Demilitarization:**

No

**Fig:**

T110-b