



# BARGAINING FOR ADVANTAGE

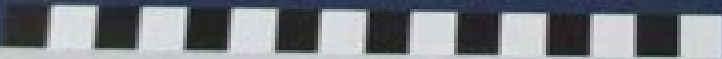


NEGOTIATION STRATEGIES  
FOR REASONABLE PEOPLE



G. RICHARD SHELL

Director of the  
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# Bargaining For Advantage

**M Mosston**



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