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Bargaining for Advantage: Negotiation Strategies for Reasonable People, 2006, 294 pages, G. Richard Shell, 0143036971, 9780143036975, Penguin, 2006

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Bargaining for Advantage, identify its primary pedagogical strengths (and one significant, weakness), and conclude by explaining how I use the book in my Negotiation course.

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University of Pennsylvania, The Wharton School – Aspirations, Anchoring, and Negotiation Result, • Charles B. Craver, The Negotiator Magazine, October 2005. Argues for the establishment of high but rationally defensible goals and for capturing the advantages of anchoring.

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