

International Negotiations

A Journal of Theory and Practice

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Books

Raiffa, Howard (1982). *The Art and Science of Negotiation*. Cambridge, MA: Harvard University Press.

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Sergeev, Victor M. (1991). "Metaphors for Understanding International Negotiation," in Victor Kremenyuk, editor, *International Negotiation: Analysis, Approaches, Issues*. San Francisco, CA: Jossey-Bass, Inc.

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