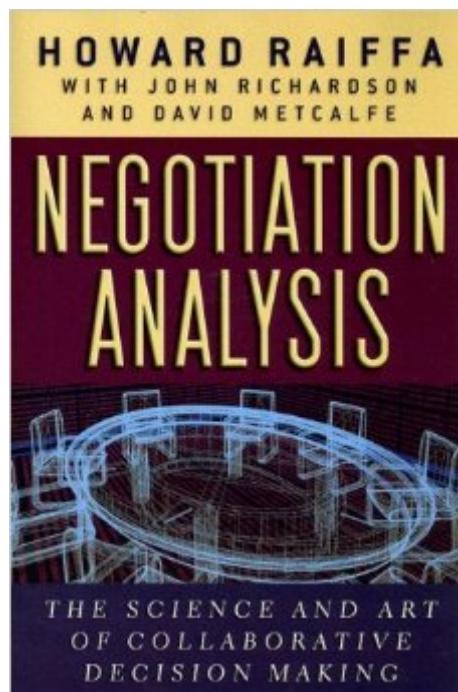


The book was found

# Negotiation Analysis: The Science And Art Of Collaborative Decision Making



## **Synopsis**

This masterly book substantially extends Howard Raiffa's earlier classic, *The Art and Science of Negotiation*. It does so by incorporating three additional supporting strands of inquiry: individual decision analysis, judgmental decision making, and game theory. Each strand is introduced and used in analyzing negotiations. The book starts by considering how analytically minded parties can generate joint gains and distribute them equitably by negotiating with full, open, truthful exchanges. The book then examines models that disengage step by step from that ideal. It also shows how a neutral outsider (intervenor) can help all negotiators by providing joint, neutral analysis of their problem. Although analytical in its approach--building from simple hypothetical examples--the book can be understood by those with only a high school background in mathematics. It therefore will have a broad relevance for both the theory and practice of negotiation analysis as it is applied to disputes that range from those between family members, business partners, and business competitors to those involving labor and management, environmentalists and developers, and nations.

## **Book Information**

Paperback: 576 pages

Publisher: Belknap Press; 1 edition (March 31, 2007)

Language: English

ISBN-10: 0674024141

ISBN-13: 978-0674024144

Product Dimensions: 6.6 x 1.1 x 10 inches

Shipping Weight: 2.2 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 starsÂ  See all reviewsÂ  (6 customer reviews)

Best Sellers Rank: #534,381 in Books (See Top 100 in Books) #76 inÂ  Books > Law > Business > Arbitration, Negotiation & Mediation #462 inÂ  Books > Business & Money > Economics > Labor & Industrial Relations #465 inÂ  Books > Politics & Social Sciences > Politics & Government > Specific Topics > Labor & Industrial Relations

## **Customer Reviews**

This is a rich and complete book that touches all aspects of negotiation. The subtitle "The science and art of collaborative decision making" is might be even a better descriptor of the contents. The book has a certain scholar touch and is with 600 pages really comprehensive and more to be used as a reference than to be read in one sitting. For those that are more interested in a shorter book,

"Co-opetition" might be a faster to read alternative that is quite in line with this book. Professor Raiffa shows that negotiations and how to approach them depend mainly in how the structure of the negotiation is eg. integrative vs distributive. He proposes a very structured way to approach negotiations, being good prepared and looking for alternatives to an agreement before to have the freedom to forfeit the negotiation. Once meeting being creative working together with the other party helps to find those spots that are valued differently by the parties and offer possibility of common gains. Whether always the described Full Open Truthfull Exchange (FOTE) is possible might be doubted but it gives at least the yardstick how things could be. The author compares often diverse solutions and how the merit of each of them varies depending the criteria used, and what fairness in each case might be. The book is divided in major themes that are gone through in detail, any of those can be read in an almost independent manner, without following the order in the book. Part I. Fundamentals describes the basics of the books and what is the approach followed to structure negotiations. The Game Theory chapter is in itself an excellent summary on the theme and a nice introduction for those that never have been exposed earlier to the subject. Part II.

[Download to continue reading...](#)

Negotiation Analysis: The Science and Art of Collaborative Decision Making Soap Making: 365 Days of Soap Making (Soap Making, Soap Making Books, Soap Making for Beginners, Soap Making Guide, Soap Making Recipes, Soap Making Supplies): Soap Making Recipes for 365 Days Critical Thinking: Decision Making with Smarter Intuition and Logic! (Critical Thinking, Decision Making, Logic, Intuition) Clinical Decision-Making Study Guide for Medical-Surgical Nursing - Revised Reprint: Patient-Centered Collaborative Care, 7e Psychology for Lawyers: Understanding the Human Factors in Negotiation, Litigation and Decision Making Jewelry Making: Jewelry Making Instructions to Easily Create Beautiful Pendants, Bracelets, Earrings, and Necklaces (Jewelry Making Books, jewelry making for dummies, jewelry making tools) Jewelry Making: 33 Tips and Advices For Making Unique Earrings (jewelry making, jewelry making books, jewelry making kits) Extended Warranties, Maintenance Service and Lease Contracts: Modeling and Analysis for Decision-Making (Springer Series in Reliability Engineering) Nursing Priorities: 5 Step Approach to Making Quick Decisions in Nursing Care (Decision Making in Nursing) The Caregiver's Path To Compassionate Decision Making: Making Choices For Those Who Can't (Home Nursing Caring) International Negotiation: Analysis, Approaches, Issues The Art of Advocacy: A Parent's Guide to a Collaborative IEP Process Policy Paradox: The Art of Political Decision Making (Revised Edition) Jury Decision Making: The State of the Science (Psychology and Crime) Wine Making: Beginner Wine Making! The Ultimate Guide to Making Delicious Wine at Home (Home Brew, Wine Making,

Red Wine, White Wine, Wine Tasting, Cocktails, ... Vodka recipes, Jello Shots Beer Brewing) Roadway Work Zone Analysis: Guidance for Decision-makers and Analysts (Transportation Infrastructure-Roads, Highways, Bridges, Airports and Mass Transit) Biomedical Ethics for Engineers: Ethics and Decision Making in Biomedical and Biosystem Engineering (Biomedical Engineering Series) Non-Medical Influences upon Medical Decision-Making and Referral Behavior: An Annotated Bibliography (Bibliographies and Indexes in Medical Studies) Value of Information in the Earth Sciences: Integrating Spatial Modeling and Decision Analysis Location Theory and Decision Analysis: Analytics of Spatial Information Technology

[Dmca](#)