

the skilled negotiator mastering pdf

Integrative negotiation is also called interest-based, merit-based, or principled negotiation. It is a set of techniques that attempts to improve the quality and likelihood of negotiated agreement by taking advantage of the fact that different parties often value various outcomes differently.

Negotiation - Wikipedia

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Complexity characterises the behaviour of a system or model whose components interact in multiple ways and follow local rules, meaning there is no reasonable higher instruction to define the various possible interactions.. The term is generally used to characterize something with many parts where those parts interact with each other in multiple ways, culminating in a higher order of emergence ...

Complexity - Wikipedia

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