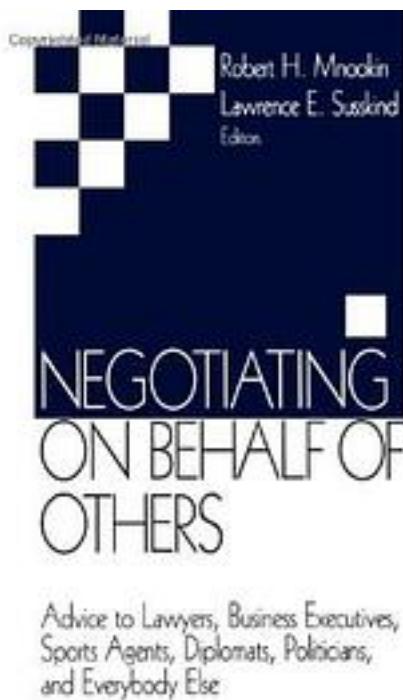


Negotiating on Behalf of Others



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Negotiating on Behalf of Others explores current negotiation theory, providing a framework for understanding the complexity of negotiating for others. Negotiation agents are broadly defined to include legislators, diplomats, salespersons, lawyers, committee chairs -- in fact anyone who represents others in negotiation. Leading figures

in the field examine the following areas in depth: labour-management relations; international diplomacy; sports agents; legislative process; and agency law. The book concludes with suggestions for future research and specific advice for practitioners.

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