

BARGAINING *for* ADVANTAGE

Negotiation
Strategies for
Reasonable
People

Revised
and
Updated



G. Richard Shell

Director of THE WHARTON EXECUTIVE NEGOTIATION WORKSHOP

"Engaging . . . Replete with intriguing real-world anecdotes,
Shell offers sage and practical advice to almost any negotiator."
—Howard Raiffa, author of *The Art and Science of Negotiation*



**Bargaining For Advantage Negotiation Strategies For
Reasonable People 2nd Edition By G Richard Shell 2006
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