

REVISED AND UPDATED

Bargaining for Advantage

Negotiation
Strategies
for Reasonable
People



G. RICHARD SHELL

Director of THE WHARTON EXECUTIVE NEGOTIATION WORKSHOP

"A must read for everyone seeking to master negotiation. This newly updated classic just got even better." —Robert Cialdini, bestselling author of *Influence* and *Pre-Suasion*



Bargaining For Advantage

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