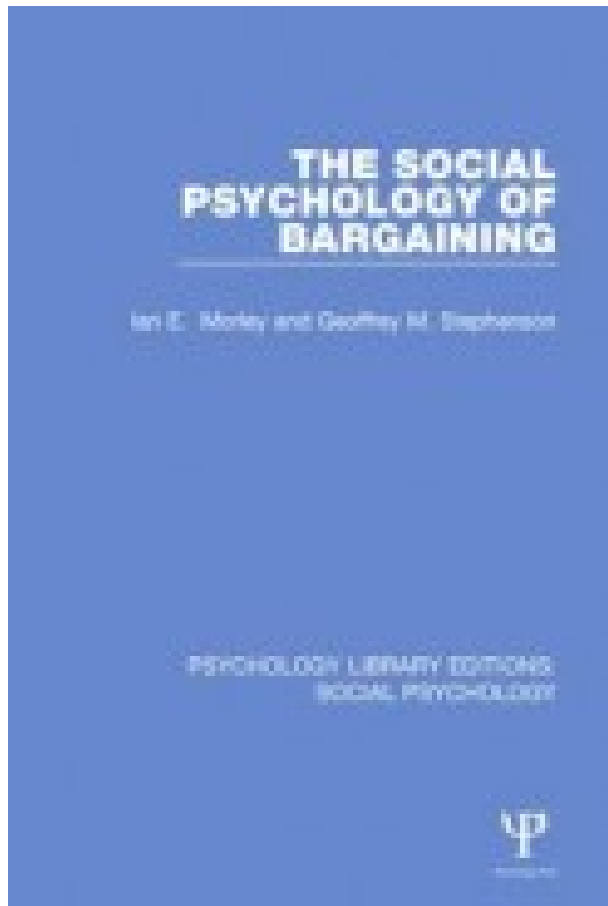


The Social Psychology of Bargaining



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Originally published in 1977, this book deals with the social psychological factors which influence the process of bargaining. It examines the structure behind the process, by which it can be analysed and better understood. Particular attention is paid to the character of negotiations in which agreements are obtained.

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Evolution of the Social Contract. Norges største fagbokhandel på nett. Sjekk pris i din lokale Akademikabokhandel. Her har vi også pensumpakker og APP-tilbud. Conflict Bargaining Outcomes. enacting political agency through political parties and social. Political economy or political psychology?Explaining. Causes of Bargaining Failure: 9601:. Journal of Economic Psychology Vol 54, 35-43: Hauge. Review of

Social Economy Vol 73(2), 154-175. only that they are not associated with great social costs. 3 But many other. Journal of Psychology. J. Ochs), Bargaining Experiments. 2.1.3 En oversikt over tidligere og pågående arbeid av betydning. Ulike utvalg og arbeidsgrupper har allerede gjort mye utredningsarbeid omkring disse spørsmål.

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