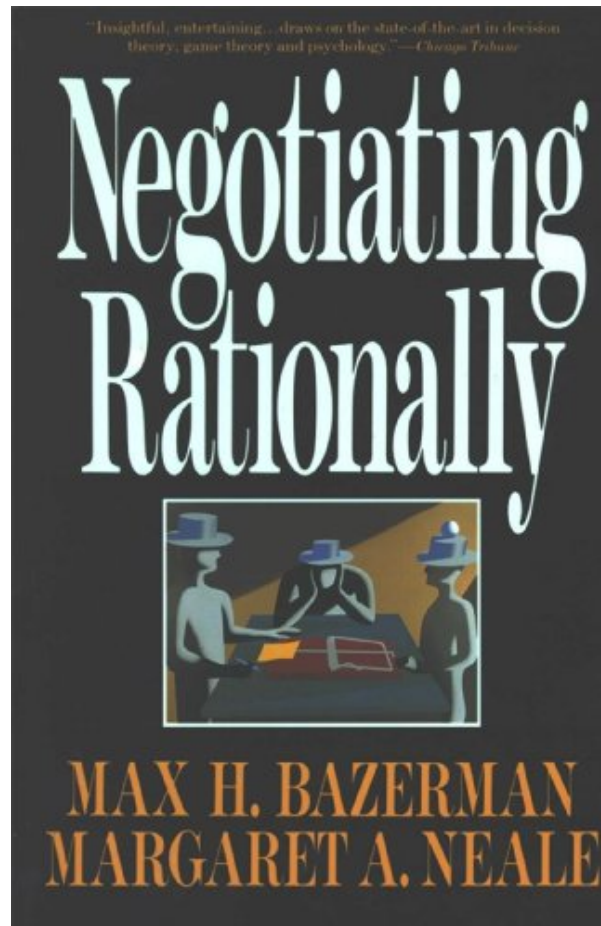


# NEGOTIATING RATIONALLY BY MAX H. BAZERMAN, MARGARET NEALE



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# Negotiating Rationally



**MAX H. BAZERMAN  
MARGARET A. NEALE**

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