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Committee of the Program on Negotiation at Harvard Law School, a world-renowned inter-university consortium dedicated to developing the theory and practice of negotiation and dispute resolution. He received Stanford University s Lieberman Fellowship for excellence in teaching and university

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the theory and practice of negotiation. The paper is structured in the following manner. Section two discusses the relevance of negotiation to policy-making processes. Section three discusses the foundations of negotiation theory, introduces basic definitions and concepts, and provides an overview of some of the main schools of thought contributing to the existing negotiation literature

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