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References - SUNY Upstate Medical University

that determine bargaining success Simon and Schuser, 2000 • Miller, Lee E Get More Money On Your Next Job: 25 Proven Strategies for Getting More Money, Better Benefits and Greater Job Security , McGraw-Hill, 1998 • Shell, Richard Bargaining for Advantage: negotiation strategies for reasonable people Viking, 1999

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4 G RICHARD SHELL, BARGAINING FOR ADVANTAGE: NEGOTIATION STRATEGIES FOR REASONABLE PEOPLE 30-34 (1999) 5 See SIDNEY SIEGEL & LAWRENCE E FOURAKER, BARGAINING AND GROUP DECISION MAKING 64 (1960) 6 See Sally Blount White & Margaret A Neale, The Role of Negotiator Aspirations and Settlement Expectancies in Bargaining Outcomes, 57