

Negotiating Strategically: One Versus All By Andreas Nikolopoulos

By Andreas Nikolopoulos

International Journal of Conflict Management 6:3, -. Andreas G. Nikolopoulos. Creativity and negotiation research:

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Andreas Nikolopoulos is a Professor of Industrial Relations and Conflict Management at the Nikolopoulos, A. (2011) "Negotiating Strategically: One versus All",

International Journal of Conflict Management 21:2, -. Strategic Management Journal 22:10.1002/smj.v22:11, -. Andreas G. Nikolopoulos.

In our everyday lives, we are continually confronted with parallel conflicts that may at first seem unrelated. However, it is crucial to understand that all these

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