



## Computer Modeling and Negotiation Management (Classic Reprint) (Hardback)

By Dhanesh K Samarasan

Forgotten Books, 2018. Hardback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Excerpt from Computer Modeling and Negotiation Management To avoid any misunderstanding, it is worth stating that this paper does not recommend the use of computer tools and methods to the exclusion of all others. As presented in Section 1 of this paper, the claim is that these tools and methods are a useful supplement to other established techniques of dispute resolution in complex negotiations. The introduction of models and modeling into anything but a voluntary and perhaps even non-binding process would be problematic. On the other hand, many negotiators, after gaining a certain familiarity with the tools outlined in this paper, and the philosophy behind the extending Of these tools, may indeed be willing to consider their serious and systematic use. While the idea of cooperating with a negotiating opponent over a piece of foreign technology is difficult to accept at first, it becomes more acceptable to negotiators and facilitators to the extent that it combines a qualitative feel for the processes of negotiation with a quantitative approach towards the modeling of contextual issues. About the Publisher Forgotten Books publishes hundreds of thousands...

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