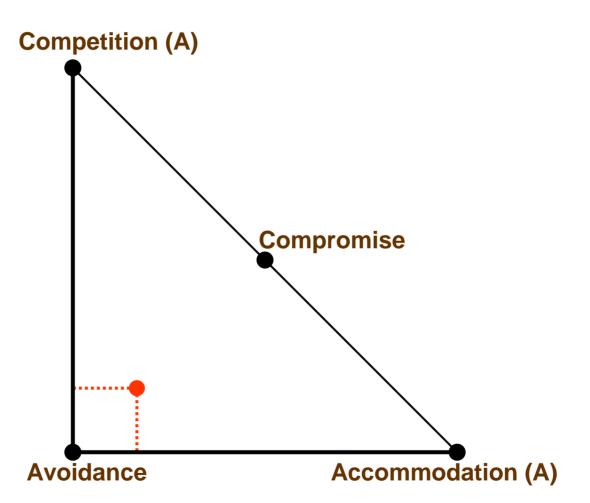
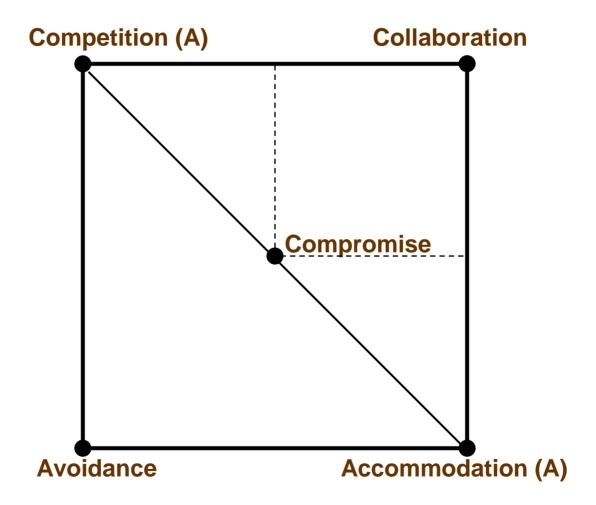
## Negotiation Styles/Strategies



Adapted from the work of Kenneth W. Thomas: Conflict and Conflict Management. in The Handbook of Industrial and Organizational Psychology. Edited by Marvin Dunnette. Chicago, IL: Rand McNally, 1976.

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