# EFFECTIVE NEGOTIATION

From Research to Results

Ray Fells & Noa Sheer



CAMBRIDGE

# **Effective Legal Negotiation 4th Ed**

**Jack Kitaeff** 

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web case study assignment anna 4 few of those reasons could be that anna may have had some behavioral inhibitions negative affectivity and the loss of her husband an environmental factor that plays a role in this would be the fact that anna is a loving daughter who is the care taker of her 90 year old mother which causes her to worry about her