

## **ΒΙΒΛΙΟΓΡΑΦΙΑ**

### **ΒΙΒΛΙΑ**

- Getting to Yes: Negotiating Agreement Without Giving In. Fisher R, Ury W and B Patton (chapter on problem people)
- Getting past No: Negotiating in Difficult Situations. Ury W.

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- Malhorta, 2015. Control the Negotiation Before it Begins, *Harvard Business Review* December: 66-72.

### **ΑΡΘΡΑ ΓΙΑ ΙΣΧΥ ΚΑΙ ΠΕΙΘΩ**

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### **ΑΝΡΘΡΑ ΓΙΑ ΑΝΤΙΛΗΨΗ ΚΑΙ ΓΝΩΣΤΙΚΕΣ ΠΡΟΚΑΤΑΛΕΙΨΕΙΣ**

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