Contents

	Fretace	1X
	The Authors	xvii
1.	Critique of Bargaining Theory with Joseph B. Shedd	1
2.	Bargaining Power	41
3.	Tactical Concessions	80
4.	Theories of Deterrence and Conflict Spiral	104
5 .	Punitive Tactics	131

xvi		Contents
6.	Issues, Bluffs, and Arguments	157
7.	Convergence of Power and Bargaining Outcome	179
8.	Theory of Power in Bargaining	204
	References	215
	Index	225