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The rise of game theory has made bargaining one of the core issues in economic theory. Written at a theoretical and conceptual level, the book develops a framework for the analysis of bargaining processes. The framework focuses on the dynamic of the bargaining process, which is in contrast to much previous theoretical work on the subject, and most notably to

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both parties.

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The personality theory in bargaining emphasizes that the type of personalities determine the bargaining process and its outcome. A popular behavioral theory deals with a distinction between hard-liners and soft-liners. Various research papers refer to hard-liners as warriors, while soft-liners are shopkeepers. It varies from region to region.

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