



Preferences in Negotiations: The Attachment Effect (Lecture Notes in Economics and Mathematical Systems)

Henner Gimpel

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The attachment effect can hinder effective negotiation. Parties are influenced by their subjective expectations formed on account of the exchange of offers, they form reference points, and loss aversion potentially leads to a change of preferences when expectations change. This book presents a motivation, formalization, and substantiation of the attachment effect. The results can be used for prescriptive advice to negotiators.

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