



Political Bargaining: Theory, Practice and Process (Sage Politics Texts Series)

Gideon Doron, Itai Sened

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This book brings an exciting and innovative new approach to the study of politics today. It introduces political bargaining, a process at the heart of all political and economic exchanges in contemporary society and the very essence of politics itself, to provide a new framework and fresh insights to modern political science.

The authors trace the prevalence of bargaining processes in politics from the abstract level of individual human interaction and the 'state of nature' to the more concrete political or institutionalized level.

They introduce students to theory -- the basic models of game theory, rational choice theory and positivist approaches; practice -- the practical manifestations of political bargaining in everyday national and international political life; and process -- its setting, the interests of the players involved, the conditions and properties that affect their calculations and, consequently, their ability to obtain desired outcomes.

Political Bargaining provides students with the basic tools for learning about and participating in politics today by richly illustrating how the authoritative allocation of scarce resources is arrived at through a complex bargaining process between competing interests in society. It will be essential reading for student and lecturer alike across political science and the social sciences more widely.

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