

# Bargaining



## Power as Bargaining

**Richard Neustadt [1960] 1991. Presidential Power and the Modern Presidents. New York: Free Press. Ch. 1-3, pp. 3-49. (<https://canvas.cornell.edu/courses/62784/files/9732680?wrap=1>)**

Howell, pp. 249-256. (Beginning of chapter through the Subjects of Persuasion)

## Bargaining Tested

**Matthew Beckmann. 2016. "Up the Hill and Across the Aisle: Discovering the Path to Bipartisanship in Washington." *Legislative Studies Quarterly* 41: 269-295. (<https://canvas.cornell.edu/courses/62784/files/9732681?wrap=1>)**