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HARVARD PROFESSOR ON NEGOTIATION SKILLS

Professor Howard Raiffa, an expert in negotiation studies from the Harvard University, today (November 10) spoke to local businessmen and academics in the sixth Li and Fung Lecture organized by The Chinese University of Hong Kong. Entitled "Preparation for Negotiations", the lecture was held at the Hong Kong Convention and Exhibition Centre.

Appointed Frank P. Ramsey Professor of Managerial Economics, Prof. Raiffa has been teaching at Harvard Business School since 1957. He has also taught at University of Michigan, Columbia University, Stanford University and University of Vienna.

A Fellow of Econometric Society, American Institute for Decision Sciences and Association for Public Policy Analysis and Management, he has received numerous awards and prizes for his outstanding contributions in the area of risk analysis, decision analysis and negotiation studies.

His publications include Risk and Decision and The Art and Science of Negotiation. He is also a member of the Editorial Policy Committee of the Negotiation Journal.

The "Li & Fung Lecture Programme" was established in 1981 under the auspices of the MBA Programmes of the University's Faculty of Business Administration, and is financed by an endowment fund given by the Li & Fung Group of Companies in commemoration of the 75th anniversary of the Company.

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