

# Howard Raiffa

## Quotes

*Advice, People, Trying, Reality, Agreement, Bargaining, Starting Point, Should Have, Disadvantages, Starting, Technique, Party, Thinking, Games, Disputes, Senior, Linkages, Giving Up, Team, Problem*

the mediation of internal conflicts can be resolved by linkages with other problems.

~Howard Raiffa

A final word of advice: don't gloat about how well you have done.

~Howard Raiffa

Disputants often fare poorly when they each act greedily and deceptively.

~Howard Raiffa

The art of compromise centers on the willingness to give up something in order to get something else in return. Successful artists get more than they give up.

~Howard Raiffa

A mediator is an impartial outsider who tries to aid the negotiators in their quest to find a compromise agreement.

~Howard Raiffa

The best practical advice then is: try to maximize your expected payoff, which is the sum of all payoffs multiplied by probabilities.

~Howard Raiffa

Ideas are incestuous.

~Howard Raiffa

We act like a zero-sum society, when in reality there is a lot of non zero-sum fat to be skimmed off to everyone's mutual advantage.

~Howard Raiffa

A lot depends on the starting point.

~Howard Raiffa

Game theory, however, deals only with the way in which ultrasmart, all knowing people should behave in competitive situations, and has little to say to Mr. X as he confronts the morass of his problem.

~Howard Raiffa

The party that negotiates in haste is often at a disadvantage.

~Howard Raiffa

Advice: don't embarrass your bargaining partner by forcing him or her to make all the concessions.

~Howard Raiffa

Most people, even in simple risky situations, don't behave the way the theory of utility would have them behave.

~Howard Raiffa

There is no shortage of disputes.

~Howard Raiffa

The need is not for the creation of new analytical techniques specially designed for the negotiation process, but rather for the creative use of analytical thinking that exploits existing techniques.

~Howard Raiffa

Final-offer arbitration should have great appeal for the daring (the risk seekers) who play against the timid (the risk avoiders).

~Howard Raiffa

It's easy, of course, for two teams to collude, but somewhat more difficult for twenty-eight

~Howard Raiffa

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