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ESSAYS ON BARGAINING AND
STRATEGIC COMMUNICATION

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ESSAYS ON BARGAINING AND
STRATEGIC COMMUNICATION

ACADEMISCH PROEFSCHRIFT

ter verkrijging van de graad van doctor
aan de Universiteit van Amsterdam
op gezag van de Rector Magnificus
prof. dr. D.C. van den Boom

ten overstaan van een door het college voor promoties ingestelde commissie, in
het openbaar te verdedigen in de Agnietenkapel
op vrijdag 14 september 2012, te 12:00 uur

door

Adrián Wadse de Groot Ruiz

geboren te Mexico-Stad, Mexico

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To my parents, Bitá and Xochitl.