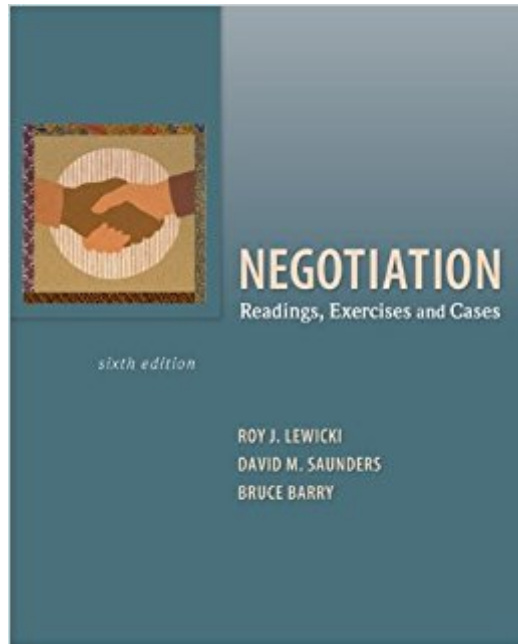




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# Negotiation: Readings, Exercises, And Cases



## Synopsis

Negotiation is a critical skill needed for effective management. *Negotiation: Readings, Exercises, and Cases 6e* takes an experiential approach and explores the major concepts and theories of the psychology of bargaining and negotiation and the dynamics of interpersonal and inter-group conflict and its resolution. It is relevant to a broad spectrum of management students, not only human resource management or industrial relations candidates. The Readings portion of the book is ordered into seven sections: (1) Negotiation Fundamentals, (2) Negotiation Subprocesses, (3) Negotiation Contexts, (4) Individual Differences, (5) Negotiation across Cultures, (6) Resolving Differences, and (7) Summary. The next section of the book presents a collection of role-play exercises, cases, and self-assessment questionnaires that can be used to teach negotiation processes and subprocesses.

## Book Information

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## Customer Reviews

Dean of the School of Business at Queens University, Canada. He has coauthored several articles on negotiation, conflict resolution, employee voice, and organizational justice. Prior to accepting his current appointment, he was director of the McGill MBA Japan program in Tokyo, and he has traveled extensively throughout Asia, Europe, and South America. Professor of Management and Sociology at Vanderbilt University. His research on negotiation, influence, power, and justice has appeared in numerous scholarly journals and volumes. Professor Barry is a past-president of the International Association for Conflict Management (2002–2003), and a past chair of the

Academy of Management Conflict Management Division. Dean's Distinguished Teaching Professor and Professor of Management and Human Resources at the Max. M. Fisher College of Business, The Ohio State University. He has authored or edited 24 books, as well as numerous research articles. Professor Lewicki has served as the president of the International Association of Conflict Management. He received the first David Bradford Outstanding Educator award from the Organizational Behavior Teaching Society for his contributions to the field of teaching in negotiation and dispute resolution.

This book came to me as advertised in Excellent condition. I bought this book for a college course I was taking and it served it's purpose. I returned the book when I was finished and received a gift card from for the return. College books are very pricey but I love ordering from because I get some money back and I am always shopping on !

This book is confusing. Each chapter I read I become more and more discombobulated. This book is not very good at all. I have learned very little about negotiation and I am nearly finished with the book. So disappointing!

GREAT for understanding negotiations. Helped me understand how to be more effective when having a debate, asking for help, and requesting a raise. Highly recommend!

This is one of the more interesting and easy to read textbooks I have had. I thought it provided good insight and was easy to apply both in personal and professional settings. I would recommend taking a negotiation class that required this textbook.

Good book but Kindle edition does not work on Kindle or Windows 8. The book itself is quite nice , informative and useful. I am using this book while taking a negotiation class. Be care while ordering the Kindle edition though. I did call customer support, there were happy to reimburse me the money.

Junk.

Great content, but no table of content or glossary for terms used throughout the book. Instead, the beginning of the book has a table of contents for the title of sections and subsections, and in the

back of the book, it repeats the index of the same subsections but listed in alphabetical order by title of subsection. I'm surprised that this most fundamental feature of a textbook was overlooked!

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