



Negotiation

Roy J. Lewicki

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Negotiation is a critical skill needed for effective management. This edition explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and intergroup conflict and its resolution.

Negotiation Details

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Mary says

This class was excruciatingly boring and I hated this book with a firey passion.

Breccan says

Impressively comprehensive.

Gabriel Perlin says

As much as people may wish to avoid it, negotiations are an important part of our daily interactions. A married couple may negotiate where to spend their vacation, and a parent may negotiate with his child on how much television time is allowed at home. In short, negotiations are not always related to commerce and financial compensation.

'Negotiation' discusses different aspects of negotiations according to chapter. Some aspects include: strategy, methods of communication, psychology, and the involvement of intermediaries in conflict resolution. The format of the book is pleasant to read since there is a diversity of opinions and writing styles throughout, with different academicians writing each essay within the chapters of the book.
