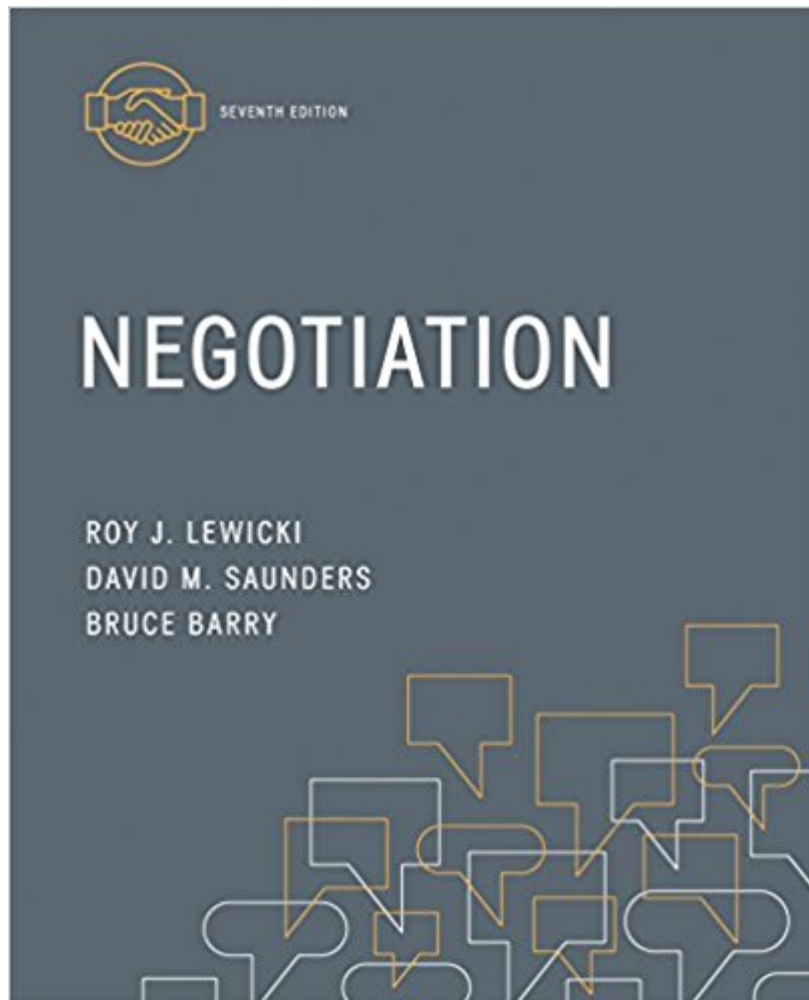




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# **Negotiation: Negotiation (Irwin Management)**



## Synopsis

Negotiation is a critical skill needed for effective management. Negotiation 7e by Roy J. Lewicki, David M. Saunders, and Bruce Berry explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and intergroup conflict and its resolution. It is relevant to a broad spectrum of management students, not only human resource management or industrial relations candidates.

## Book Information

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## Customer Reviews

Though this book was optional for my Negotiation/Conflict Resolution class, I am very happy that I had it to refer back to as needed and read about certain topics more in depth. The book has 7 parts, each containing different chapters. Part One covers Negotiation Fundamentals and contains chapters 1-5. CH1: The Nature of Negotiation CH2: Strategy and Tactics of Distributive Bargaining CH3: Strategy and Tactics of Integrative Negotiation CH4: Negotiation: Strategy and Planning CH5: Ethics in Negotiation Part 2 covers Negotiation Subprocesses and contains chapters 6-9. CH6: Perception, Cognition, and Emotion CH7: Communication CH8: Finding and Using Negotiation Power CH9: Influence Part 3 covers Negotiation Contexts and contains chapters

10-13.CH10: Relationships in NegotiationCH11: Agents, Constituencies, and AudiencesCH12: CoalitionsCH13: Multiple Parties, Groups, and Teams in NegotiationsPart 4 covers Individual Differences and contains chapters 14 & 15.CH14: Individual Differences 1: Gender and NegotiationCH15: Individual Differences 2: Personality and AbilitiesPart 5 covers Negotiation across Cultures and contains chapter 16.CH16: International and Cross-Cultural NegotiationPart 6 covers Resolving Differences and contains chapters 17-19CH 17: Managing Negotiation ImpassesCH18: Managing Difficult NegotiationsCH19: Third-Party Approaches to Managing Difficult Negotiationsand finally...Part 7 is the Summary and contains chapter 20.CH20: Best Practices in NegotiationsI elected to rent this book through as it was MUCH cheaper than buying or renting the book from my school AND I don't have to stand in those long bookstore return lines when I am done with this. I simply box it back up in the box it came in and drop it off at the post office.

Editions are not the same when you select between the hardcover and softcover.

This is the WRONG book! It's listed as the paperback version of Negotiation: readings, cases, and exercises but it is NOT. It is Essentials of Negotiation. Completely different and WRONG. Now I'm scrambling to get the right book in time for a paper I have to write.

Missing self-assessments and some exercises.....skip it.... this book was over \$70...I want a refund.....Bogus that the book's incomplete. Refund now please.

This book is for a negotiation course I'm enrolled in. It's okay but can sometimes be a little confusing.

Actually a great read for those wanting to perfect the art of negotiations

Well written and explanatory.

Book was hard to follow and did not do a good job at holding my interest.

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