



Negotiation: Readings, Exercises, and Cases

Roy Lewicki, Bruce Barry, David Saunders

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Negotiation is a critical skill needed for effective management. **NEGOTIATION: READINGS EXERCISES, AND CASES, 5/e** 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. It contains approximately 50 readings, 32 exercises, 9 cases and 5 questionnaires.

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