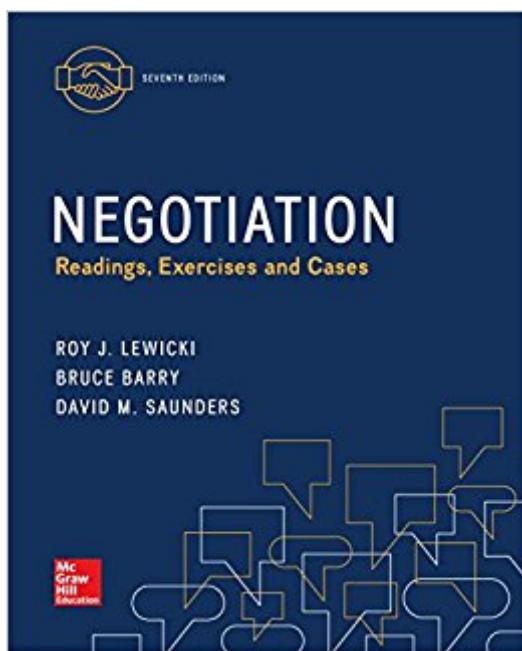


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# Negotiation: Readings, Exercises, And Cases (Irwin Management)



## **Synopsis**

Negotiation is a critical skill needed for effective management. Negotiation: Readings, Exercises, and Cases 7e by Roy J. Lewicki, Bruce Barry, and David M. Saunders 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**

Lewicki's companion book to the Essentials of Negotiation. Helpful and intuitive for the reader. They are a great series to help the student understand the negotiation arena.

Provides truly comprehensive wide angle view of the various aspects involved in setting and conducting negotiations in modern times with examples and cases that give a lot of practical tips.

Book does not match the PPT slides from McGraw Hill

This book was easy to read, engaging, and informative. I enjoyed reading the different vignettes by the different authors. I especially enjoyed the mini-chapters on ethics, fraud and lying during negotiations.

This book is like the bible of negotiations. It is so full of info to the extent of confusing you (unless you know what you are looking for). I had a problem with the exercises though, I expected a rather complete exercise with analysis of what the answers could be and a hint to the best approach, etc. Instead I saw some interesting exercises that spin around certain situations that require a lot of effort and that's it! I would have loved if more info about the negotiation framework were provided and linked to the exercise.

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