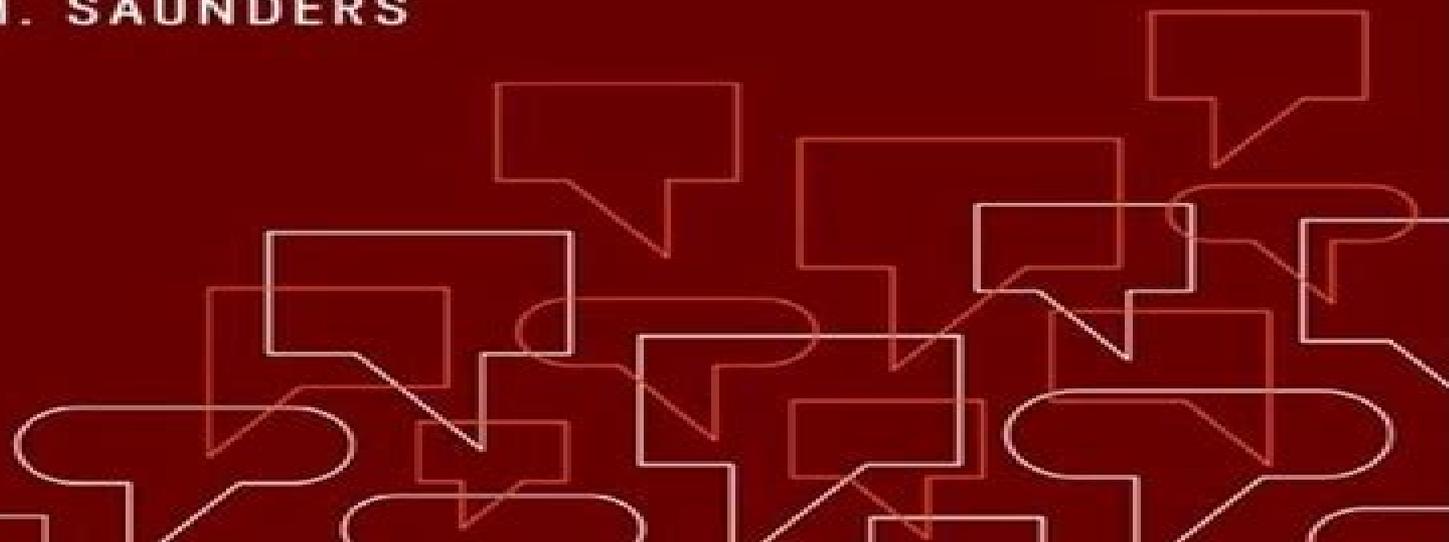


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## Essentials of NEGOTIATION

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The Psychology of Negotiations in the 21st Century Workplace Barry M. Goldman, Debra L. Shapiro, 2012-05-04 The litigation explosion in the 21st century workplace means increasing costs and risks of lawsuits Negotiation appears the attractive alternative to litigation This new volume with contributions from experts in psychology management and other disciplines bridges the gap between management and negotiation research Managers students and researchers interested in the field of negotiation will find this new book in SIOP s Organizational Frontiers series of interest Handbook of Research on Negotiation Mara Olekalns, Wendi L. Adair, 2013-01-01 This Handbook combines a review of negotiation research with state of the art commentary on the future of negotiation theory and research Leading international scholars give insight into both the factors known to shape negotiation and the questions that we need to answer as we strive to deepen our understanding of the negotiation process This Handbook provides analyses of the negotiation process from four distinct perspectives negotiators cognition and emotion social processes and social inferences communication processes and complex negotiations covering trade peace environment and crisis negotiations Providing an introduction to key topics in negotiation written by leading researchers in the field the book will prove insightful for undergraduate students It also incorporates an excellent summary of past research as well as highlights new directions negotiation research might take which will be valuable for postgraduate students and academics wishing to expand their knowledge on the subject **Handbook of Advances in Trust Research** Reinhard Bachmann, Akbar Zaheer, 2013-09-30 The Handbook of Advances in Trust Research

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**Negotiation Analysis** H. Peyton Young, 1991. H. Peyton Young has brought together the foremost experts from a variety of disciplines that have a bearing on negotiation analysis. Using techniques and examples drawn from fields including game theory, decision theory, economics, and experimental psychology, the contributors to *Negotiation Analysis* emphasize careful, systematic thinking about the negotiation process and show how recent work in these areas lends insight into an activity that plays such a central role in modern business, diplomacy, politics, and the law. Each chapter in *Negotiation Analysis* focuses on a different aspect of negotiation, building a comprehensive exploration of the process in a wide variety of situations. The major topics are the design of incentives for communicating information, the uses of third parties, the role of fairness arguments in bargaining, the analysis of trade-offs, the effects of cognitive biases, the dangers of escalation, and the dynamics of coalition formation. The book has been carefully designed and edited to provide a challenging but accessible source of guidance and understanding for readers familiar with introductory theory who wish to deepen their knowledge and to grasp ideas that relate more closely to the real and complicated situations in which most negotiations are conducted.

[Law Books in Print: Subject index A-I](#), 1997.

*Interpersonal Skills in Organizations* Suzanne de Janasz, Karen Dowd, Beth Schneider, 2008-02-04. *Interpersonal Skills in Organizations* by de Janasz, Dowd, and Schneider takes a fresh, thoughtful look at the key skills necessary for personnel and managerial success in organizations today. Chock full of exercises, cases, and group activities, the book employs an experiential approach suitable for all student audiences. The book is organized into 4 distinct sections: Understanding Yourself, Understanding Others, Understanding Teams, and Leading, that can be used collectively or modularly depending on the instructor's preference and student audience need. The emphasis in this edition focused on making the text more current along with making the text pedagogically effective for students and instructors.

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