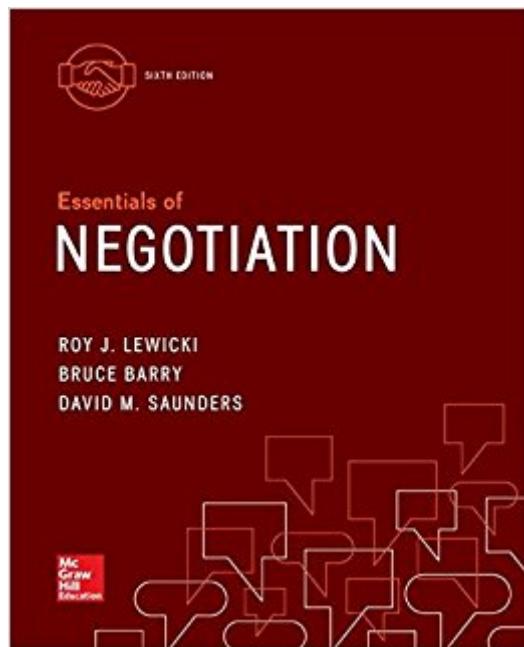


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# Essentials Of Negotiation



## **Synopsis**

Additional Information and teaching resources to support this text are available from [www.mhhe.com/lewickinegotiation](http://www.mhhe.com/lewickinegotiation). Essentials of Negotiation, 6e is a condensed version of the main text, Negotiation, Seventh Edition. It 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. Twelve of the 20 chapters from the main text have been included in this edition, several chapters having been condensed for this volume. Those condensed chapters have shifted from a more research-oriented focus to a more fundamental focus on issues such as critical negotiation subprocesses, multiparty negotiations, and the influence of international and cross-cultural differences on the negotiation process.

## **Book Information**

Paperback: 336 pages

Publisher: McGraw-Hill Education; 6 edition (January 14, 2015)

Language: English

ISBN-10: 0077862465

ISBN-13: 978-0077862466

Product Dimensions: 7.3 x 0.5 x 9.1 inches

Shipping Weight: 14.4 ounces (View shipping rates and policies)

Average Customer Review: 3.9 out of 5 stars 119 customer reviews

Best Sellers Rank: #4,262 in Books (See Top 100 in Books) #4 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #20 in Books > Business & Money > Management & Leadership > Negotiating #36 in Books > Textbooks > Business & Finance > Management

## **Customer Reviews**

Dean of the School of Business at Queens University, Canada. He has coauthored several articles on negotiation, conflict resolution, employee voice, and organizational justice. Prior to accepting his current appointment, he was director of the McGill MBA Japan program in Tokyo, and he has traveled extensively throughout Asia, Europe, and South America. Professor of Management and Sociology at Vanderbilt University. His research on negotiation, influence, power, and justice has appeared in numerous scholarly journals and volumes. Professor Barry is a past-president of the International Association for Conflict Management (2002–2003), and a past chair of the Academy of Management Conflict Management Division. Dean's Distinguished Teaching

Professor and Professor of Management and Human Resources at the Max. M. Fisher College of Business, The Ohio State University. He has authored or edited 24 books, as well as numerous research articles. Professor Lewicki has served as the president of the International Association of Conflict Management. He received the first David Bradford Outstanding Educator award from the Organizational Behavior Teaching Society for his contributions to the field of teaching in negotiation and dispute resolution.

This book came to me as advertised in Excellent condition. I bought this book for a college course I was taking and it served it's purpose. I returned the book when I was finished and received a gift card from for the return. College books are very pricey but I love ordering from because I get some money back and I am always shopping on !

This book is confusing. Each chapter I read I become more and more discombobulated. This book is not very good at all. I have learned very little about negotiation and I am nearly finished with the book. So disappointing!

GREAT for understanding negotiations. Helped me understand how to be more effective when having a debate, asking for help, and requesting a raise. Highly recommend!

This is one of the more interesting and easy to read textbooks I have had. I thought it provided good insight and was easy to apply both in personal and professional settings. I would recommend taking a negotiation class that required this textbook.

Good book but Kindle edition does not work on Kindle or Windows 8. The book itself is quite nice , informative and useful. I am using this book while taking a negotiation class. Be care while ordering the Kindle edition though. I did call customer support, there were happy to reimburse me the money.

Junk.

Great content, but no table of content or glossary for terms used throughout the book. Instead, the beginning of the book has a table of contents for the title of sections and subsections, and in the back of the book, it repeats the index of the same subsections but listed in alphabetical order by title

of subsection. I'm surprised that this most fundamental feature of a textbook was overlooked!

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