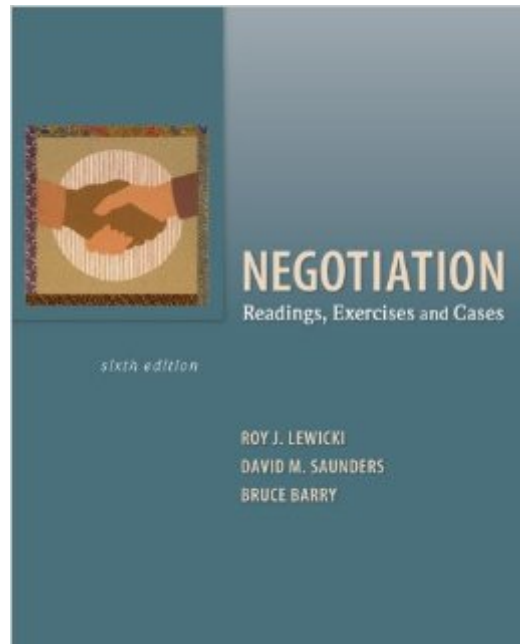


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# Negotiation: Readings, Exercises, And Cases



## Synopsis

Negotiation is a critical skill needed for effective management. *Negotiation: Readings, Exercises, and Cases 6e* 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

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.

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!

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 !

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.

Found this book much cheaper than other sites, including Chegg, especially for one that I want to keep as a reference. Since this book was for a graduate course (MBA) timing was important. Delivery was very fast. Book was in crisp new condition.

This was a great text for a college course. Easy reading and short chapters that get to the point. Relevant case studies.

I don't like this book simply because it is a text book for one of my classes, and I don't find the class interesting at all. The information in the text book is good, and it is useful, but I wish it was presented in a more interesting way. Then again, I am using this book for a masters class, so I don't expect the information to be interesting.

This book is full of useful advice and reflections on negotiation. I have already found the lessons to be useful in the course of casual and formal negotiating at work. I highly recommend the book.

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