

## Essentials Of Negotiation 2nd Canadian Edition

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### Essentials Of Negotiation 2nd Canadian

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Essentials of Negotiation 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 in a succinct format. For users of the US (comprehensive) text, 11 of the 20 chapters have been included here. Chapters are shortened by removing more "academic" material and some of the boxes.

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### Essentials of Negotiation Canadian 2nd Edition Lewicki ...

This book lives up to its title. It does provide an excellent introduction to the essentials of negotiations. If you can afford it, I recommend that you purchase this book and Mind and Heart of the Negotiator, The (4th Edition) by Leigh Thompson. However, if you have a limited budget and want to read a single book as an introduction to the ...

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Two efforts that help a negotiation create trust and beliefs: Outcome perception. Process perception. The pattern of give-and-take is also essential to joint problem solving in most interdependent relationships. Satisfaction with negotiation is as much determined by the process through which an agreement is reached as with the actual outcome obtained.

### Chapter 1

Essentials of Negotiation, 5e is a condensed version of the main text, Negotiation, Sixth 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 ...

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