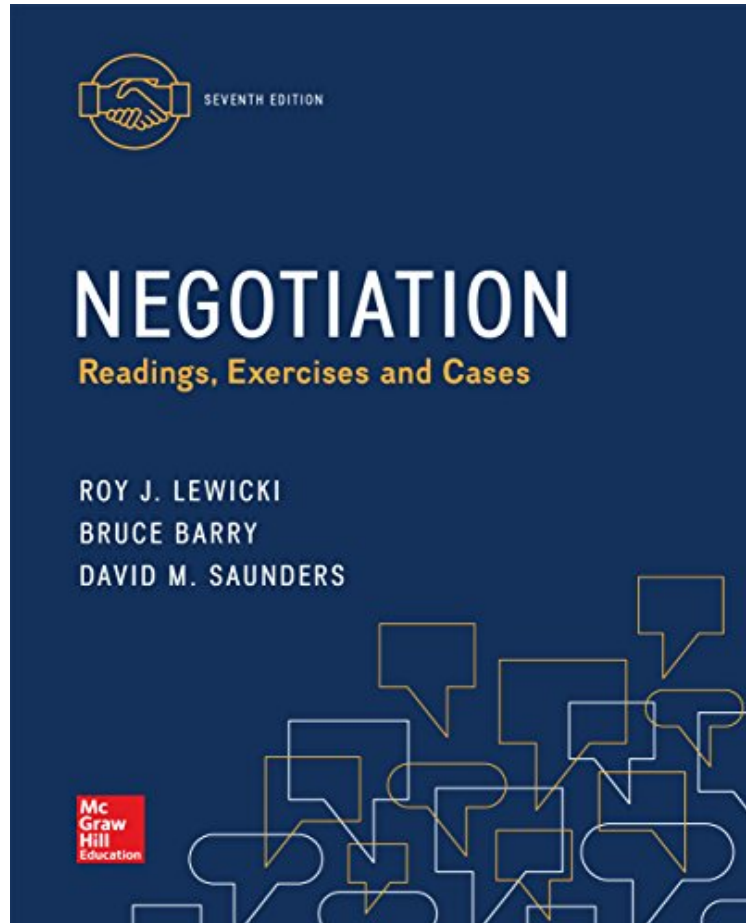


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Negotiation: Readings, Exercises, and Cases

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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.

About the Author 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. 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 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.