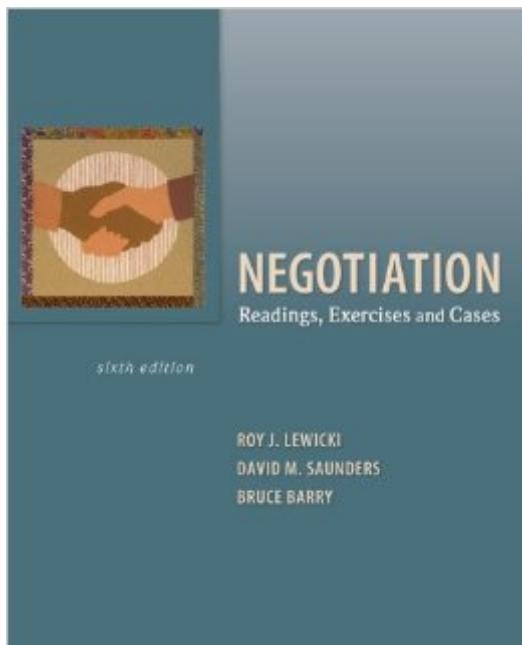


The book was found

# 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**

Paperback: 720 pages

Publisher: McGraw-Hill Education; 6 edition (December 11, 2009)

Language: English

ISBN-10: 007353031X

ISBN-13: 978-0073530314

Product Dimensions: 7.3 x 1.1 x 9 inches

Shipping Weight: 2.2 pounds (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 starsÂ  See all reviewsÂ (32 customer reviews)

Best Sellers Rank: #62,499 in Books (See Top 100 in Books) #25 inÂ Books > Business & Money > Human Resources > Conflict Resolution & Mediation #91 inÂ Books > Business & Money > Management & Leadership > Negotiating #1086 inÂ Books > Business & Money > Skills

## **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.

[Download to continue reading...](#)

Business Negotiation: 20 Steps To Negotiate With Results, Making Deals, Negotiation Strategies, Get What You Want, When You Want It, Achieve Brilliant Results, Negotiation Genius, Leadership Negotiation: Readings, Exercises, and Cases Understanding and Managing Diversity: Readings, Cases, and Exercises (6th Edition) Readings of the Lotus Sutra (Columbia Readings of Buddhist Literature) Metaphysics: Contemporary Readings: 2nd Edition (Routledge Contemporary Readings in Philosophy) Strunk's Source Readings in Music History: The Nineteenth Century (Revised Edition) (Vol. 6) (Source Readings Vol. 6) American Government: Readings and Cases (15th

Edition) Health Services Management: Cases, Readings, and Commentary, Tenth Edition Corporate Social Responsibility: Readings and Cases in a Global Context The United States v. Nixon: The Watergate Scandal and Limits to US Presidential Power (Landmark Supreme Court Cases) (Landmark Supreme Court Cases (Abdo)) Exercises in English Level G: Grammar Workbook (Exercises in English 2008) Exercises in Oral Radiography Techniques: A Laboratory Manual for Essentials of Dental Radiography (3rd Edition) (Thomson, Exercises in Oral Radiography Techniques) Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond Women Don't Ask: The High Cost of Avoiding Negotiation--and Positive Strategies for Change Negotiation Boot Camp: How to Resolve Conflict, Satisfy Customers, and Make Better Deals Betting the Company: Complex Negotiation Strategies for Law and Business Architect's Essentials of Contract Negotiation (The Architect's Essentials of Professional Practice) Architect's Essentials of Negotiation 3-d Negotiation: Powerful Tools to Change the Game in Your Most Important Deals Essentials of Negotiation

[Dmca](#)