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Maria Ploumaki | TEDxYouth@Zurich What We Get Wrong About Negotiation w/
Alexandra Carter Negotiation Steps

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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.

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Lewicki, Roy J. Essentials of negotiation / Roy J. Lewicki, The Ohio State University, Bruce Barry, Vanderbilt University David M. Saunders, Queen ' s University. — Sixth Edition. pages cm ISBN 978-0-07-786246-6 (alk. paper) 1. Negotiation in business. 2. Negotiation. I. Barry, Bruce, 1958- II. Saunders, David M. III. Title. HD58.6.L487

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Essentials of Negotiation - McGraw-Hill Education

Lewicki and Hiam's Negotiation Matrix is a useful tool for choosing the best negotiating approach. It characterizes the five key styles as "accommodating," "competing," "avoiding," "collaborating," and "compromising," and clearly outlines the pros and cons of each one.

Essential Negotiation Skills - From MindTools.com

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Lewicki and Hiam ' s Negotiation Matrix Strong negotiation skills are essential for the successful business owner or manager. Without the ability to hold your own in a negotiation setting, you may find that you are taken advantage of more often than not.

Lewicki and Hiam Negotiation Matrix

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