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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 2015

Essentials of Negotiation

Essentials of Negotiation (5th edition) is a shorter version of the bigger text Negotiation (6th edition), and is meant to give the reader the general core concepts of negotiation. It's a textbook mainly used for shorter academic courses, or as support for a longer course alongside other books on the subject.

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Essentials of Negotiation - Roy J. Lewicki, David M ...
Essentials of Negotiation. Roy J. Lewicki, David M. Saunders, John W. Minton. Irwin/McGraw-Hill, 2001 - Negotiation - 256 pages. 1 Review. This is a short derivative from the main Negotiation text....

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Editions for Essentials of Negotiation: 0073530360 (Paperback published in 2010), 0073102768 (Paperback published in 2006), 0077862465 (Paperback publish...

Editions of Essentials of Negotiation by Roy J. Lewicki
Description. Lewicki, Essentials of Negotiation provides a short and concise yet comprehensive overview of the field of negotiation. It succinctly provides instructors and students with the core concepts of negotiation. Lewicki, Fourth Canadian Edition is ideal for a one semester course or for an executive program or as an accompaniment to other resource materials for courses in negotiation, labour relations, conflict management, human resources management and the like.

McGraw Hill Canada | Essentials Of Negotiation
CHARACTERISTICS OF A NEGOTIATION SITUATION The basic characteristics of negotiation situations are: a) There are two or more parties □ between individuals, within groups and between groups. You need something from the other.

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Summary Negotiation Roy J. Lewicki; David M. Saunders ... Key steps in the integrative negotiatio. Honesty and integrity, abundance mentality, maturity, systems. creating a free flow of information, attempting to understand. (1) Identify and define the problem... (2) Surface interests and. negotiators need to understand the problem, identify interests.

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