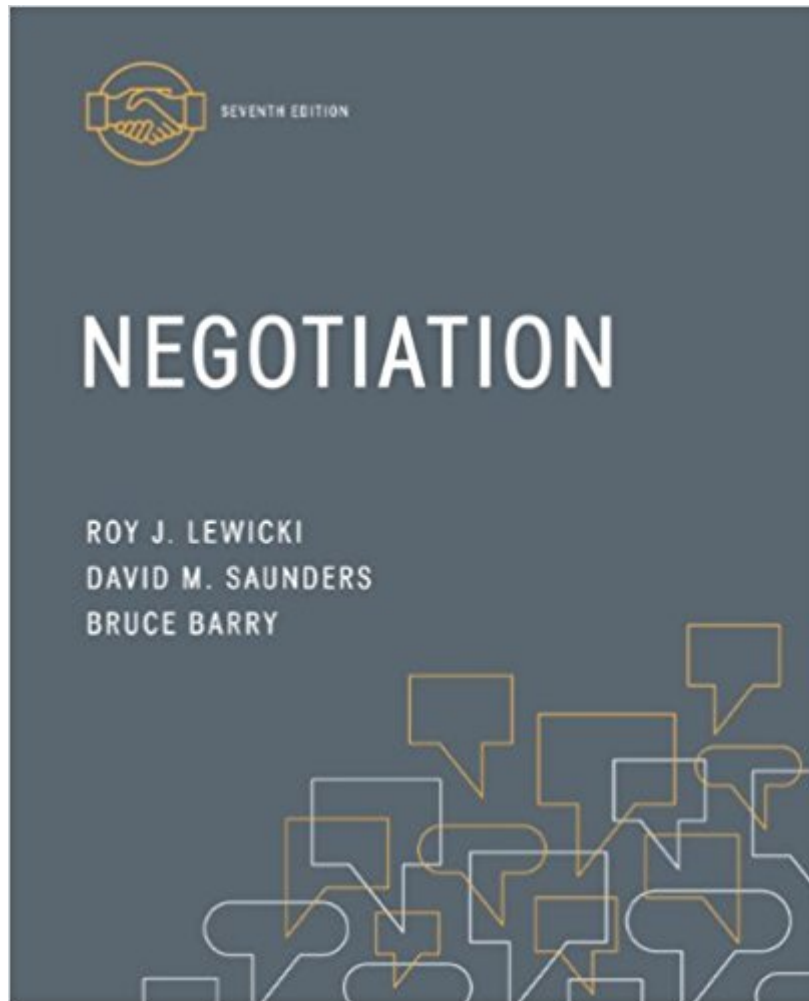




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# **Negotiation (Irwin Management)**



## Synopsis

Additional information and teaching resources to support this text are available from [www.mhhe.com/lewickinegotiation](http://www.mhhe.com/lewickinegotiation) Negotiation is a critical skill needed for effective management. Negotiation 7e by Roy J. Lewicki, David M. Saunders, and Bruce Barry explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and intergroup conflict and its resolution. It is relevant to a broad spectrum of management students, not only human resource management or industrial relations candidates. Â Â

## Book Information

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## Customer Reviews

Dean, a 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.

Though this book was optional for my Negotiation/Conflict Resolution class, I am very happy that I had it to refer back to as needed and read about certain topics more in depth. The book has 7 parts, each containing different chapters. Part One covers Negotiation Fundamentals and contains chapters 1-5. CH1: The Nature of Negotiation CH2: Strategy and Tactics of Distributive Bargaining CH3: Strategy and Tactics of Integrative Negotiation CH4: Negotiation: Strategy and Planning CH5: Ethics in Negotiation Part 2 covers Negotiation Subprocesses and contains chapters 6-9. CH6: Perception, Cognition, and Emotion CH7: Communication CH8: Finding and Using Negotiation Power CH9: Influence Part 3 covers Negotiation Contexts and contains chapters 10-13. CH10: Relationships in Negotiation CH11: Agents, Constituencies, and Audiences CH12: Coalitions CH13: Multiple Parties, Groups, and Teams in Negotiations Part 4 covers Individual Differences and contains chapters 14 & 15. CH14: Individual Differences 1: Gender and Negotiation CH15: Individual Differences 2: Personality and Abilities Part 5 covers Negotiation across Cultures and contains chapter 16. CH16: International and Cross-Cultural Negotiation Part 6 covers Resolving Differences and contains chapters 17-19. CH 17: Managing Negotiation Impasses CH18: Managing Difficult Negotiations CH19: Third-Party Approaches to Managing Difficult Negotiations and finally... Part 7 is the Summary and contains chapter 20. CH20: Best Practices in Negotiations I elected to rent this book through as it was MUCH cheaper than buying or renting the book from my school AND I don't have to stand in those long bookstore return lines when I am done with this. I simply box it back up in the box it came in and drop it off at the post office.

Editions are not the same when you select between the hardcover and softcover.

This is the WRONG book! It's listed as the paperback version of Negotiation: readings, cases, and exercises but it is NOT. It is Essentials of Negotiation. Completely different and WRONG. Now I'm scrambling to get the right book in time for a paper I have to write.

Missing self-assessments and some exercises....skip it.... this book was over \$70...I want a refund.....Bogus that the book's incomplete. Refund now please.

This book is for a negotiation course I'm enrolled in. It's okay but can sometimes be a little confusing.

Actually a great read for those wanting to perfect the art of negotiations

Well written and explanatory.

Book was hard to follow and did not do a good job at holding my interest.

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