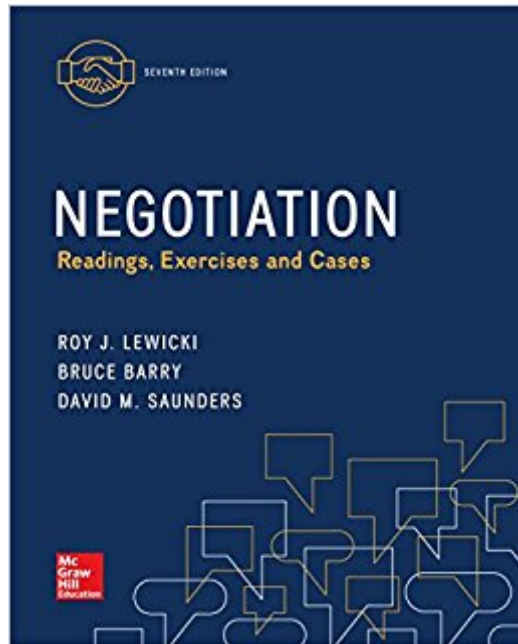




Ebook Directory
the best source of ebook

The book was found

Negotiation: Readings, Exercises, And Cases (Irwin Management)



Synopsis

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.

Book Information

File Size: 16726 KB

Print Length: 736 pages

Publisher: McGraw-Hill Higher Education; 7th Revised ed. edition (September 9, 2014)

Publication Date: September 9, 2014

Sold by: Amazon Digital Services LLC

Language: English

ASIN: B00VF62GZ0

Text-to-Speech: Not enabled

X-Ray: Not Enabled

Word Wise: Not Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #40,892 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #23

in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #293

in Kindle Store > Kindle eBooks > Business & Money > Business Life #7042 in Kindle Store > Kindle eBooks > Nonfiction

Customer Reviews

Lewicki's companion book to the Essentials of Negotiation. Helpful and intuitive for the reader. They are a great series to help the student understand the negotiation arena.

Provides truly comprehensive wide angle view of the various aspects involved in setting and conduction negotiations in modern times with examples and cases that give a lot of practical tis.

Book does not match the PPT slides from McGraw Hill

This book was easy to read, engaging, and informative. I enjoyed reading the different vignettes by the different authors. I especially enjoyed the mini-chapters on ethics, fraud and lying during negotiations.

This book is like the bible of negotiations. It is so full of info to the extent of confusing you (unless you know what you are looking for).I had a problem with the exercises though, I expected a rather complete exercise with analysis of what the answers could be and a hint to to the best approach, etc.Instead I saw some interesting exercises that spin around certain situations that require a lot of effort and that's it ! I would have loved if more info about the negotiation framework were provided and linked to the exercise.

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

Negotiation: Readings, Exercises, and Cases (Irwin Management) Negotiation: Negotiation (Irwin Management) Negotiation: Readings, Exercises, and Cases Memory Exercises: Memory Exercises Unleashed: Top 12 Memory Exercises To Remember Work And Life In 24 Hours With The Definitive Memory Exercises Guide! (memory exercises, memory, brain training) Negotiation (Irwin Management) Transnational Management: Text, Cases & Readings in Cross-Border Management (Asia Higher Education Business & Economics Management and Organization) Strategic Management: Text and Cases (Irwin Management) Product Management [McGraw-Hill/Irwin Series in Marketing] by Lehmann,Donald, Winer,Russell [McGraw-Hill/Irwin,2004] [Hardcover] 4TH EDITION Crafting and Executing Strategy: Concepts and Readings (Irwin Management) Understanding and Managing Diversity: Readings, Cases, and Exercises (6th Edition) Negotiation and Settlement Advocacy: A Book of Readings (Coursebook) Operations Management in the Supply Chain: Decisions and Cases (McGraw-Hill/Irwin Series, Operations and Decision Sciences) Crafting & Executing Strategy: The Quest for Competitive Advantage: Concepts and Cases (Irwin Management) Managing Change: Cases and Concepts (Irwin Management) Health Services Management: Cases, Readings, and Commentary, Tenth Edition International Management: Culture, Strategy, and Behavior (Irwin Management) Human Resource Management Applications: Cases, Exercises, Incidents, and Skill Builders, 7th Edition Strategic Management: Concepts (Irwin

Management) The Ethics of Management (Irwin Management) Financial Institutions Management: A Risk Management Approach (Irwin Finance)

Contact Us

DMCA

Privacy

FAQ & Help