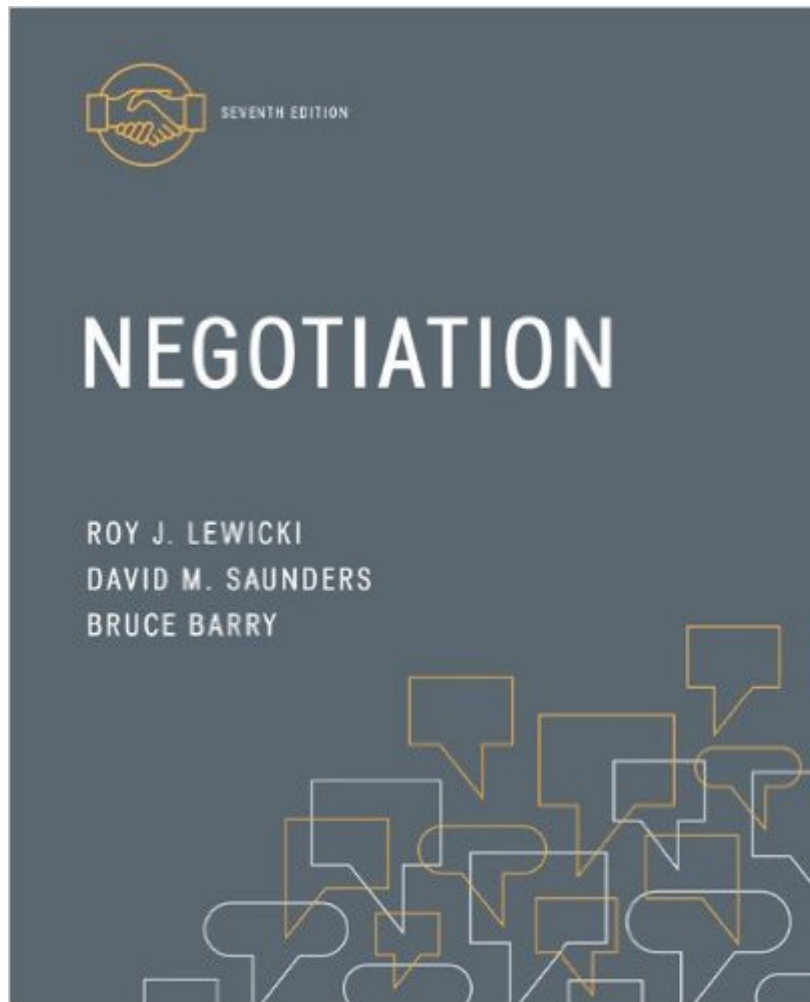


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# Negotiation



## 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

## Book Information

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Average Customer Review: 3.3 out of 5 starsÂ Â See all reviewsÂ (15 customer reviews)

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## Customer Reviews

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 Amazon 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.

A redundant, lengthy book with a high price for minimal useful information.

My professor is one of the consultants for this book. Although he won't admit it, if you have a background in psychology then you already have most of the concepts down that the book presents. The major difference is that the book is more corporate/business based in its approach to negotiation. Overall, the book is OK. There wasn't much "new" in it for me, personally.

After paying good money for this book, it doesn't include the appendices and exercises of the actual book. Having purchased this for a Masters program, I needed reliability. I ended up being late on one assignment and severely displaced on several others. I want a full refund, but it is too time consuming to even try.

This Negotiation textbook by Lewicki/Saunders/Barry has all the concepts you need to know about negotiation. However, each concept is "over-defined/explained." I have spent the last four years reading business textbooks and this one is probably the least efficient of them. A concept that could be clearly explained in three sentences is instead conveyed through ten sentences; at risk to be repetitive. It makes the reading very lengthy and eventually uninteresting. It gives the impression that the authors and/or editors "forced" themselves to write 600 pages while 200 pages would probably be enough to get to the point. I guess 600 pages is a good way to justify a USD+200 price...

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.

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.

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.

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