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Furthermore, if they manage to increase the size of the bargaining pie it is more likely that also the own share of the pie is bigger[5].

Reaching mutually ...

[13] Roy J. Lewicki,

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was flown over the
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Negotiation is a critical skill needed for effective management.

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CASES, 5/e takes an experiential approach and explores the major concepts and theories of the psychology of bargaining and

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Think Before You
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through the entire
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life. By preparing you to
think clearly and
strategically, this
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* SELECT A
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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)

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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.

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Mastering Business

Negotiation is a handy resource for any leader or manager who needs practical strategies and ideas when conducting business negotiations.

Grounded in solid research, the authors - experts in the field of business negotiation - reduce the huge volume of available information into an accessible

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handbook for busy executives who need to prepare for everyday negotiations as well as for more demanding and complex negotiation situations.

Mastering Business Negotiation offers down-to-earth advice for learning to play the negotiation game and shows how to:

Understand the game so

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you can better control what happens Predict the sequence of negotiation activities and move from disagreement toward agreement Identify the strategies and tactics of other players in the game. Apply the rules of the game - the "do's and don'ts" that will ultimately lead to success

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Set against a backdrop of terrorism, rogue states, non-conventional warfare, and deteriorating diplomacy, this encyclopedia offers a comprehensive, multidisciplinary, up-to-date reference on the recent history and contemporary practice of arms control and nonproliferation. * 30

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illustrations and photos

* Sidebars including
brief biographical
profiles and quotations *

Charts and graphs *

Primary documents *

Timelines * Glossary
and list of acronyms

This book explores and
progresses the concept
of negotiation as a
means of describing and
explaining individuals '

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learning in work. It challenges the undertheorised and generic use of the concept in contemporary work-learning research where the concept of negotiation is most often deployed as a taken for granted synonym for interaction, co-participation and collaboration and,

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hence, used to
unproblematically
account for workers ' learning as engagement
in social activity.

Through a focus on
workers ' personal
practice and based on
extensive longitudinal
empirical research, the
book advances a
conceptual framework,
The Three Dimensions
of Negotiation, to

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propose a more rigorous
and work-learning
specific understanding
of the concept of
negotiation. This
framework enables
workers ' personal
work practices and their
contributions to the
personal, organisational
and occupational
changes that evidence
learning to be viewed as
negotiations enacted

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and managed, within contexts that are in turn sets of premediate and concurrent negotiations that frame the transformations on and from which on-going negotiations of learning and practice ensue. The book does not seek to supplant understandings of the rich and valuable concept of negotiation. Rather, it seeks to

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develop and promote a more explicit use of the concept as a socio-personal learning concept at the same time as it opens alternative perspectives on its deployment as a metaphor for individual ' s learning in work.

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