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In 200 words How does decreased communication contribute to conflict in a negotiation?
Describe your attitude toward conflict and what is the best strategy for resolving conflict in a
negotiation? Chapters attached? Books used Lewicki, R. J., Barry, B., & Saunders, D. M.
(2010). Negotiation (6th ed.). New York, NY: McGraw-Hill.

Define a non zero-sum situation and a zero-sum situation.

Recommended Readings; Web Resources and Exercises; The Information Battleground:
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Preparatory Readings Kelman, Herbert C. "Negotiation as Interactive Problem Solving." International Negotiation 1 (1996): 99-123. Exercise Readings Davis, Wayne, Mark N. Gordon, and Bruce Patton. "Sally Soprano Part I." Harvard Law School Program on Negotiation Simulation. Cambridge, MA: Harvard University Program on Negotiation Clearinghouse. 9

Readings | The Art and Science of Negotiation | Urban ...

Negotiation: Readings, Exercises, and Cases is designed to help you "learn by doing." The text features a variety of exercises, readings, and cases that let you experience the concepts you are studying. This new edition is the perfect enhancement for learning about the major concepts and theories of the psychology of bargaining and negotiation ...

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

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exercises, cases, and self-assessment questionnaires that can be used to teach negotiation processes and subprocesses.

Negotiation is a critical skill needed for effective management. **NEGOTIATION: READINGS EXERCISES, AND CASES**, 5/e 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. It contains approximately 50 readings, 32 exercises, 9 cases and 5 questionnaires.

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

In *Negotiating Rationally*, Max Bazerman and Margaret Neale explain how to avoid the pitfalls of irrationality and gain the upper hand in negotiations. For example, managers tend to be overconfident, to recklessly escalate previous commitments, and fail to consider the tactics of the other party. Drawing on their research, the authors show how we are prisoners of our own assumptions. They identify strategies to avoid these pitfalls in negotiating by concentrating on opponents' behavior and developing the ability to recognize individual limitations and biases. They explain how to think rationally about the choice of reaching an agreement versus reaching an impasse. A must read for business professionals.

Presents a comprehensive guide to the essential skills, strategies, techniques, and creative mindset of successful negotiation, drawing on the latest behavioral research and real-life case studies to explain how to prepare for and execute negotiations, from identifying opportunities to overcoming resistance and defusing hardball tactics. Reprint. 30,000 first printing.

Make workplace conflict resolution a game that EVERYBODY wins! Recent studies show that typical managers devote more than a quarter of their time to resolving coworker disputes. The *Big Book of Conflict-Resolution Games* offers a wealth of activities and exercises for groups of any size that let you manage your business (instead of managing personalities). Part of the acclaimed, bestselling Big Books series, this guide offers step-by-step directions and customizable tools that empower you to heal rifts arising from ineffective communication, cultural/personality clashes, and other specific problem areas—before they affect your organization's bottom line. Let *The Big Book of Conflict-Resolution Games* help you to: Build trust Foster morale Improve processes Overcome diversity issues And more Dozens of physical and verbal activities help create a safe environment for teams to explore several common forms of conflict—and their resolution. Inexpensive, easy-to-implement, and proved effective at Fortune 500 corporations and mom-and-pop businesses alike, the exercises in *The Big Book of Conflict-Resolution Games* delivers everything you need to make your workplace more efficient, effective, and engaged.

Nearly 300 years ago, Francois de Callieres, a French diplomat, famously observed that the fate of the greatest states depends on the quality of their negotiators. His observation appears to have stood the test of time, as the fate of modern organizations in today's increasingly competitive global economy still depends largely on the skill and conduct of its negotiators. To illustrate the critical role of skilled negotiators, one has to look no further than at the dismal record of recent high-profile mergers and acquisitions. In numerous deals, deal makers have

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wiped out significant value off their market capitalization through failures in the deal making process. In contrast, successful serial deal makers have long recognized the value of negotiation and invested in building individual and institutional negotiation capabilities. Negotiation Excellence: Successful Deal Making was written by the leading negotiation experts from top-rated universities in the USA and in Asia and its objective is to introduce the readers to the theory and the best practices of effective negotiation. The book includes chapters ranging from: preparing and planning well for successful negotiations; building relationships and establishing trust between negotiators; negotiating creatively to create mutual value and win-win; understanding and dealing with negotiators from different cultures; to managing ethical dilemmas. In addition to emphasizing the link between theory and practice, Negotiation Excellence: Successful Deal Making includes deal examples such as: Renault-Nissan alliance; mega-merger between Arcelor and Mittal Steel; Kraft Foods acquisition of Cadbury PLC; Walt Disney Company negotiation with the Hong Kong government; and Komatsu, a Japanese firm, negotiation with Dresser, an American firm.

This is the gift that keeps giving. The Anatomy of Negotiation, is a book by Wayne Harrison that gives you the latest tools to do the right thing the right way at the right time. It will provide you with the communication strategies and negotiation frameworks needed to form new skills, improve processes, be a better leader, and make your relationships and outcomes more predictable. The information in this book is based on extensive research and experienced practitioners, who have participated in and advised on high-stakes negotiations and conflicts that have resulted in practical value-creating outcomes.

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