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Essentials of Negotiation

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Essentials of Negotiation Roy J. Lewicki, David M. Saunders, John W. Minton, 2001. This is a short derivative from the main *Negotiation* text. It explores the major concepts and theories of the psychology of bargaining and negotiation and the dynamics of interpersonal and intergroup conflict and its resolution. In this revision, the organization more closely follows both *Negotiation* and *Negotiation Readings*. Cases and Exercises, Events, and contemporary media have been interspersed throughout the text to add to readability and student interest. Every chapter has been revised; major new sections include material on dispute framing, coalitions, and types of relationships between negotiators.

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The East Asian Negotiator Lee Cheng Tan,Tai Wei Lim,2023-11-17 While many East Asians are becoming more confident in their own culture and ways of doing things at the same time they are open to the melding of east west ways Because of this form of cultural hybridization it is useful to include the authors multidisciplinary area studies training which decodes some of the cultural symbols and contextual language used in Asian negotiations They do so keenly with globalization s impact in mind Due to globalization western styles of negotiations have constantly engaged closely with negotiations styles in Asia including East Asia and the cross pollination of ideas between the two have resulted in hybridized negotiations styles in the contemporary setting Distilled practitioner knowledge will be combined with literature review and theoretical readings to share with readers the intricacies as well as theoretician s conceptualizations of East Asian negotiation styles The book is written from the sub discipline of cross cultural negotiating styles adopting some sociological anthropological perspectives anecdotes and concepts to discuss this subject matter This volume hopes to fill in the gap between theoretical and applied knowledge through the use of theoretical concepts that readers from the West and other English language textbook readers are familiar with while supplementing the concepts with practitioner oriented case studies drawn from actual experiences This prevents the publication from becoming a theory heavy text

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