



Negotiation: Negotiation

Roy Lewicki

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Negotiation is a critical skill needed for effective management. Negotiation 7e by Roy J. Lewicki, David M. Saunders, and Bruce Berry 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.

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