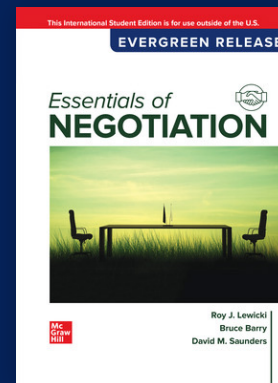


Essentials of Negotiation

Roy Lewicki | Bruce Barry | David Saunders

1266913394 • 9781266913396

2024 Release



Overview

Essentials of Negotiation is a condensed version of the main text, Negotiation. It 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. Several chapters from the main text have been condensed for this volume. These condensed chapters have shifted from a more research-oriented focus to a more fundamental focus on issues such as critical negotiation sub processes, multiparty negotiations, and the influence of international and cross-cultural differences on the negotiation process.

What You Need to Know

Applicable Courses

Suitable for courses in negotiation, labor relations, conflict management, human resource management, etc.

Concise Version

Focuses on core concepts of negotiation in a more succinct manner with 12 chapters.

Topics

Include negotiation fundamentals, psychological subprocesses of negotiation: perception, cognition, emotion, communication, and power, followed by social context in which negotiations occur and evolve, how international and cross-cultural differences shape negotiations and ten best practices for all negotiators.

Virtual Negotiation Content Added

Chapter 7 has been heavily revised to include Negotiating via Email, Text and Video conference.

Course Level

Negotiation

Duration of Course

1 Semester

Table of Contents

1. The Nature of Negotiation
2. Strategy and Tactics of Distributive Bargaining
3. Strategy and Tactics of Integrative Negotiation
4. Negotiation Strategy and Planning
5. Ethics in Negotiation
6. Perception, Cognition, and Emotion
7. Communication
8. Power and Influence in Negotiation Finding and Using Negotiation Power
9. Relationships in Negotiation
10. Multiple Parties and Groups in Negotiations
11. International and Cross-Cultural Negotiation
12. Best Practices in Negotiations



This Title has Gone Evergreen

This title is transitioning to an Evergreen delivery model. This means you will have the most relevant and up-to-date content, tools, and accessibility delivered directly to your existing McGraw Hill Connect® course, all without switching editions or building a new course from scratch. If you use the McGraw Hill eBook, your content will be updated automatically. Please talk to your representative about your options if you require a print component.

A complete list of Release Notes for this title is available within your Connect course at connect.mheducation.com

Education for All? We're All In.

We offer a range of affordable, engaging learning solutions wrapped in dedicated support services to aid effective teaching and learning. Faculty and students enjoy the freedom to choose, based on their needs and course goals.



Big Changes in this Release

- ✓ Thorough revision of print release and eBook includes edits and updates in all chapters including new boxes and fresh discussions to improve clarity and ensure content is in line with new research findings.
- ✓ Updated digital content is available in Connect including updated SmartBook, new Application-Based Activity "Alternative Dispute Resolution," new application exercises and a new Polling tool allowing you to discover where students are in real time.
- ✓ Diversity and Inclusivity Updates have been made throughout.
- ✓ New and updated questions have been added to the test bank to reflect changes made to the content.