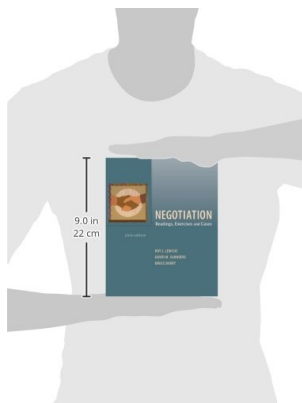


[PDF] Negotiation: Readings, Exercises, And Cases

Roy Lewicki, Bruce Barry, David Saunders - pdf download free book



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Negotiation is a critical skill needed for effective management. Negotiation: Readings, Exercises, and Cases 6e 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

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