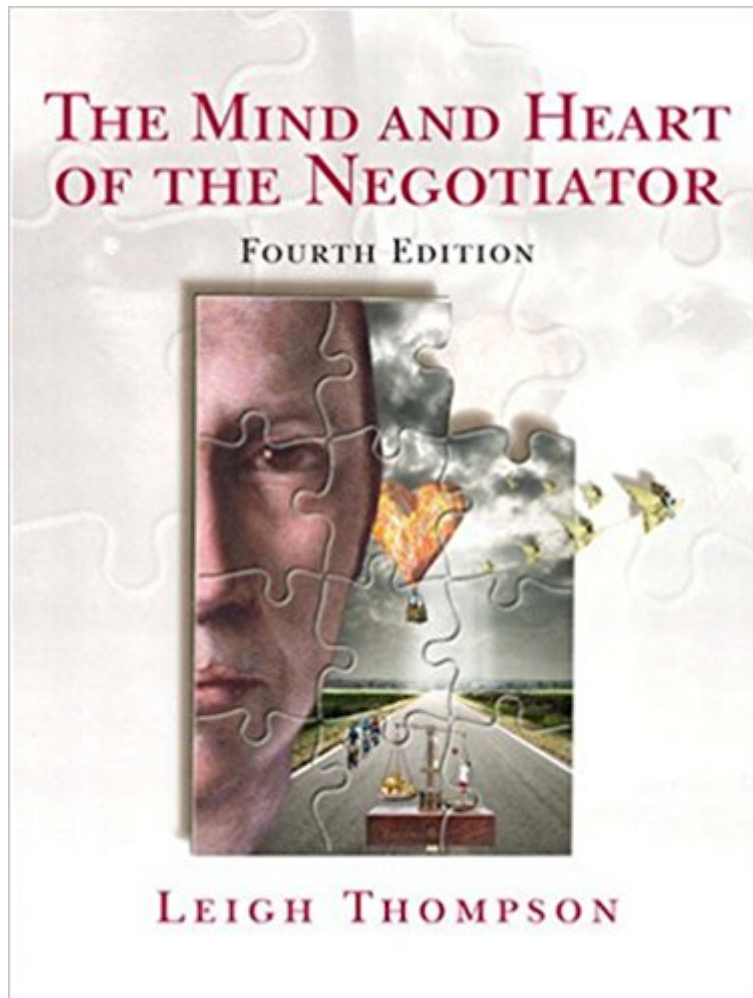




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The Mind And Heart Of The Negotiator, 4th Edition



Synopsis

KEY BENEFIT: This text provides an integrated view of what to do and what to avoid at the bargaining table, facilitated by an integration of theory, scientific research, and practical examples. **KEY TOPICS:** Over 100 case study examples of negotiations from the business world are used to analyze and demonstrate points. These cases offer readers current and realistic examples of negotiating in managerial and executive contexts, and a look at the real-world. The book shows complex, commonly-occurring negotiating situations—such as negotiating with agents, mediation and arbitration, negotiating via e-mail and conference call, negotiating with competitor companies, and negotiating cross-culturally. For attorneys, arbitrators, and other negotiators, and many other professions with . It weaves together a wide range of disciplines in its study of negotiation, including economics, psychology, sociology, and organizational behavior.

Book Information

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Customer Reviews

Learn what your parents should have taught you.

This was my textbook for a conflict and negotiations course in university and it was well-structured and very easy to read. I held onto it and have referred back to it many times in the past 10 years.

As others have noted, there are many books on negotiations. What makes this book stand out is the comprehensive breadth of its coverage and that it provides an integrated view on the subject. To my

knowledge, it is unique in its coverage of both the "hard" and "soft" aspects of negotiations. For that reason, I recommend this book to everyone interested in negotiations. Using it as a foundation, you can then read other books to explore more deeply specific aspects of this subject. If your budget allows, I also recommend *Essentials of Negotiation* as a complement to this book. Once you've read one or both of those, you'll be ready for *Negotiation Analysis: The Science and Art of Collaborative Decision Making* by Howard Raiffa.

This was the text for my Graduate Negotiation class and it definitely covers in depth the subject. It was very interesting. Leigh Thompson is a great scholar as I have read many of her articles on this subject.

I had to buy this book for school. It does offer some great ideas for negotiation. I would have given it five stars, but the content seems a little too far in depth. A lot of times I felt it was going too deep into the weeds of the subject.

Great book on negotiating!

I expected a handbook about "How to Do" but was surprised. The book is way more than that. It is very scientific and very deep into the topic with countless references. The chapters are very well organized, covering every single subject. No book for easy reading. You need time and effort to work through it. But it is definitely worth it. When you face an important negotiation, this book is a -Must Read-.

Most textbooks I sell when I am done with, but I will be keeping this one because it is so useful (and cheap). I've been able to apply many of the lessons in my daily life whether it is dealing with a tenant or with my own kids. Highly recommend it.

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