



Negotiation: Readings, Exercises, and Cases

Roy J Lewicki, David M Saunders, John W Minton, Bruce Barry, Roy Lewicki, David Saunders, John Minton

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Updated with more than 50 percent new articles, *Negotiation* explores the major concepts and theories of negotiation and bargaining psychology, and helps professionals understand and resolve both interpersonal and inter-group conflicts.

Roy J. Lewicki is a professor at Ohio State University. **David M. Saunders** is a dean at the University of Calgary. **John Minton** is the president and CEO of Havatar Associates, Inc. **Bruce Barry** is on the faculty of Vanderbilt University.

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