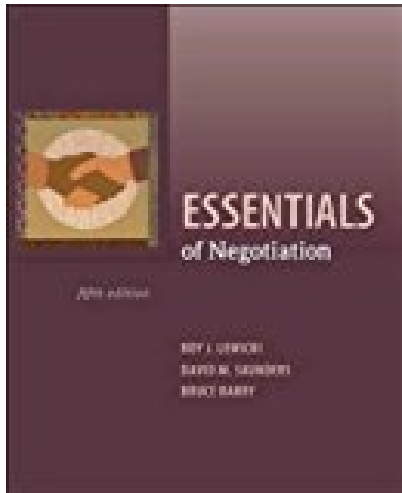


Essentials of Negotiation



BOOK DETAILS

- Author : Roy Lewicki
- Pages : 304 Pages
- Publisher : McGraw-Hill Education
- Language : English
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BOOK SYNOPSIS

This text explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and intergroup conflict and its resolution. The material is designed to be relevant to the broad spectrum of bargaining problems traditionally faced by managers. It includes coverage of negotiation theory.

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