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Essentials of Negotiation, Fifth edition. Roy J. Lewicki The Ohio State University David M. Saunders Queen's University Bruce Barry Vanderbilt University. McGraw-Hill Irwin. about the authors iv preface v. Chapter 1 The Nature of Negotiation 1. A Few Words about Our Style and Approach 3 Joe and Sue Carter 4 Characteristics of a Negotiation Situation 6 Interdependence 9 Types of Interdependence Affect Outcomes 10 Alternatives Shape Interdependence 10 Mutual Adjustment 12 Mutual Adjustment and ...

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get ready for a negotiation: selecting the strategy, framing the issues, defining negotiation objectives, and planning the steps one will pursue to achieve those objectives. In Chapter 5, we examine the ethical standards and criteria that surround negotiation. The effective negotiator

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His research on negotiation, influence, power, and justice has appeared in numerous scholarly journals and volumes. Professor Barry is a past-president of the International Association for Conflict Management (2002–2003), and a past chair of the Academy of Management Conflict Management Division.

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