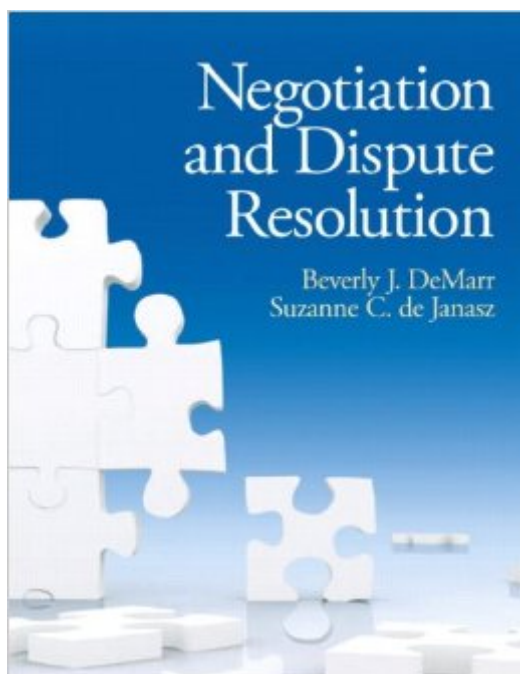


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Negotiation And Dispute Resolution



Synopsis

Complete and broad in coverage, **NEGOTIATION AND DISPUTE RESOLUTION** addresses negotiations and dispute resolution in a wide variety of settings. Because skill development is an important part of becoming a masterful negotiator, concepts are augmented with numerous exercises, activities, role plays, and self-assessments. By combining theoretical foundations with experiential exercises, the book helps students develop their ability to negotiate and resolve conflicts in both personal and professional settings.

Book Information

Paperback: 408 pages

Publisher: Pearson; 1 edition (January 6, 2012)

Language: English

ISBN-10: 0131577530

ISBN-13: 978-0131577534

Product Dimensions: 8.4 x 0.9 x 10.7 inches

Shipping Weight: 1.5 pounds (View shipping rates and policies)

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It's a very nice textbook on negotiation. It has a broad focus on the topic. It was well written in an easy to read style. I bought the book because it was required for a course I took.

It was a really good book for a fun class.

Book came in as listed.

Thank you

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