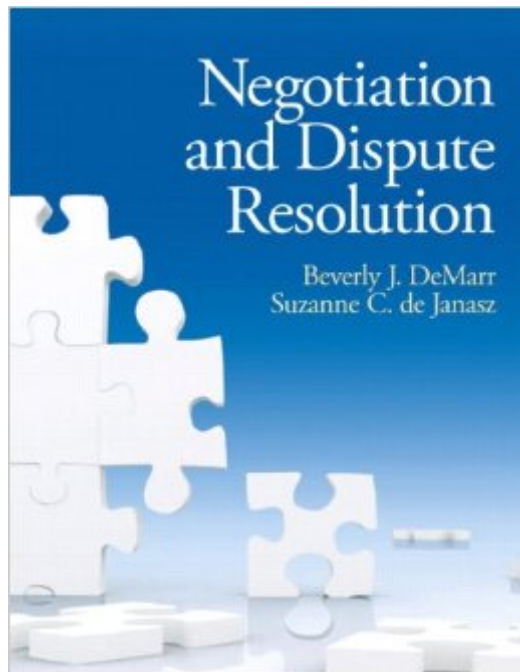


The book was found

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)

Average Customer Review: 4.6 out of 5 stars Â Â See all reviews Â (5 customer reviews)

Best Sellers Rank: #419,612 in Books (See Top 100 in Books) #52 in Â Books > Law > Business > Arbitration, Negotiation & Mediation #1086 in Â Books > Law > Rules & Procedures #3115 in Â Books > Textbooks > Law

Customer Reviews

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

Great book in great condition...thanks!

[Download to continue reading...](#)

Negotiation and Dispute Resolution Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) Alternative Dispute Resolution in State and Local Governments:: Analysis and Case Studies Dispute Processing and Conflict Resolution: Theory, Practice and Policy (Collected Essays in Law) Dispute Resolution and Lawyers (American Casebook Series) Dispute Resolution and Lawyers (American Casebooks) (American Casebook Series) International Civil Dispute Resolution (American Casebook Series) International Civil Dispute Resolution, 2nd Edition, Documents Supplement (American Casebook Series) Alternative Dispute Resolution in Business Alternative Dispute Resolution: A Conflict Diagnosis Approach (2nd Edition) Alternative Methods of Dispute Resolution Dispute Resolution: Beyond the Adversarial Model, Second Edition (Aspen Casebooks) Alternative Dispute Resolution (Academic) Examples & Explanations: Dispute Resolution Processes of Dispute Resolution (University Casebook Series) Fair Division: From Cake-Cutting to Dispute Resolution Deliverance and Submission: Evangelical Women and the Negotiation of Patriarchy in South Korea (Harvard East Asian Monographs) On and Off the Record: Colosi on Negotiation, 2nd edition Negotiation and Settlement Advocacy: A Book of Readings (American Casebook Series) Negotiation Analysis: The Science and Art of Collaborative Decision Making

[Dmca](#)