



Negotiation (Irwin Management)

By Roy Lewicki, David Saunders, Bruce Barry

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Negotiation is a critical skill needed for effective management. *Negotiation 7e* by Roy J. Lewicki, David M. Saunders, and Bruce Barry explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and intergroup conflict and its resolution. It is relevant to a broad spectrum of management students, not only human resource management or industrial relations candidates.

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Negotiation (Irwin Management) By Roy Lewicki, David Saunders, Bruce Barry Bibliography

- Sales Rank: #52465 in Books
- Published on: 2014-01-30
- Original language: English
- Number of items: 1
- Dimensions: 9.10" h x 1.10" w x 7.30" l, .0 pounds
- Binding: Paperback
- 704 pages

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