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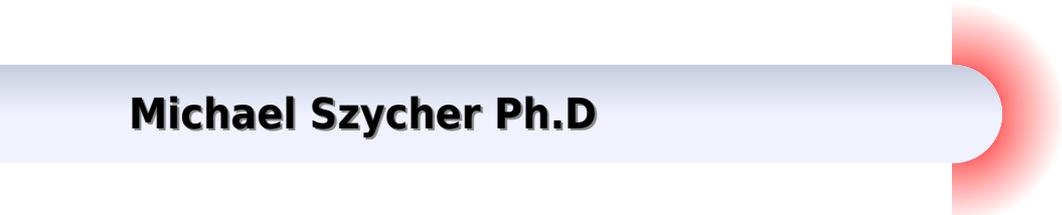


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Essentials of Negotiation Roy J. Lewicki, Bruce Barry, David M. Saunders, 2024 Welcome to the 2024 Release of Essentials of Negotiation Again this book represents our response to many faculty who wanted a brief version of the longer text Negotiation Ninth Edition The objective of this shorter version is to provide the reader with the core concepts of negotiation in a more succinct presentation Many faculty requested such a book for use in shorter academic courses executive education programs or as a companion to other resource materials It is suitable for courses in negotiation labor relations conflict management human resource management and the like

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greater extent every organisation utilises the concept of working as a team for the overall good of the company This title looks at specific issues posed by this concept such as skill acquisition and the development of the team and power in groups and organisations

Essentials of Negotiation Lewicki,1996-09-01

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