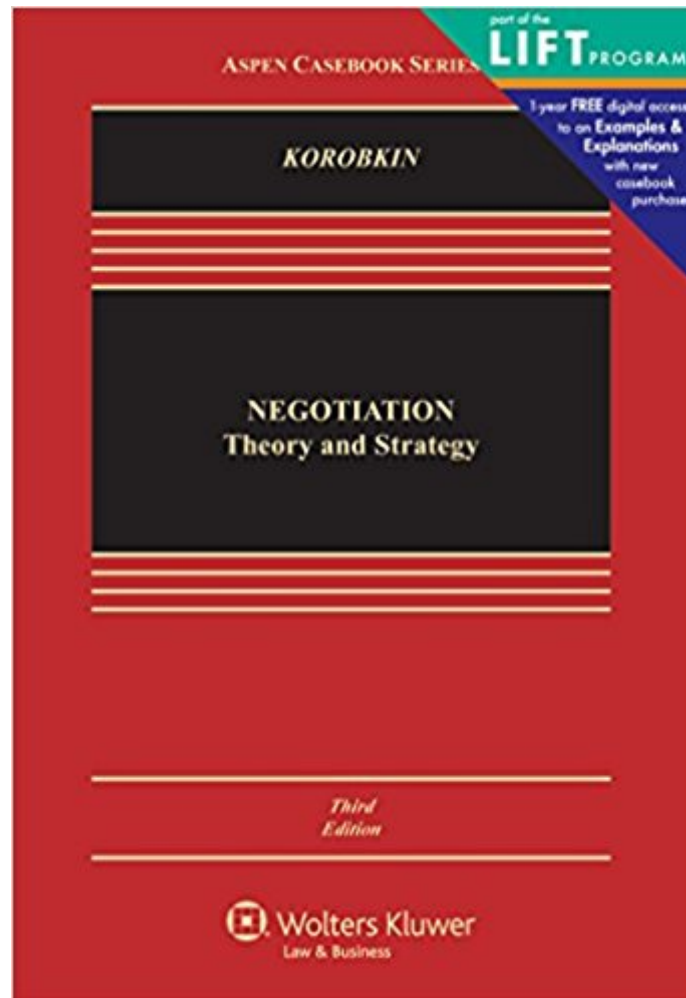




Ebook Directory
the best source of ebook

The book was found

Negotiation: Theory And Strategy (Aspen Casebook)



Synopsis

When you purchase a new version of this casebook from the LIFT Program, you receive 1-year FREE digital access to the corresponding Examples & Explanations in your course area. Now available in an interactive study center, Examples & Explanations offer hypothetical questions complemented by detailed explanations that allow you to test your knowledge of the topics covered in class. Starting July 1, 2017, if your new casebook purchase does not come with an access code on the inside cover of the book, please contact Wolters Kluwer customer service. The email address and phone number for customer service are on the copyright page, found within the first few pages, of your casebook. Unlike other books that focus on the nuts-and-bolts of the negotiation process, this text's conceptual approach draws on psychology, cutting-edge scholarship, and law to create an analytical framework with which students can learn to think about negotiation strategy before applying the framework to specific negotiation problems and contexts. Features:

- Restructured treatment of the psychology of persuasion Part III framed to emphasize the critical importance of the relationship between negotiators
- Treatment of "trust" expanded with more discussion of extensive experimental data
- New treatment of the how to deal with the negative emotions that result from conflict
- Completely new simulations added to reinforce bargaining zone analysis, persuasion techniques, coping with emotions, and principal-agent relationships in negotiation

Book Information

Series: Aspen Casebook

Hardcover: 528 pages

Publisher: Wolters Kluwer; 3 edition (March 18, 2014)

Language: English

ISBN-10: 1454839260

ISBN-13: 978-1454839262

Product Dimensions: 7.2 x 1.5 x 9.8 inches

Shipping Weight: 2.5 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #83,840 in Books (See Top 100 in Books) #8 in Books > Law > Business > Arbitration, Negotiation & Mediation #43 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #251 in Books > Law > Rules & Procedures

Customer Reviews

Excellent book! Excellent seller!

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

Negotiation: Theory and Strategy (Aspen Casebook) Cases and Materials on Torts [Connected Casebook] (Looseleaf) (Aspen Casebook) (Aspen Casebook Series) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Dispute Resolution: Negotiation Mediation and Other Processes (Aspen Casebook) Negotiation: Processes for Problem Solving (Aspen Casebook) Negotiation: Negotiation (Irwin Management) Civil Procedure: Theory and Practice [Connected Casebook] (Aspen Casebook) Legal Negotiation Theory & Strategy 2e Aspen Handbook for Legal Writers: A Practical Reference [Connected Casebook] (Aspen Coursebook) Sports Law & Regulation: Cases Materials & Problems, Third Edition (Aspen Casebook) (Aspen Casebooks) Criminal Law and Its Processes: Cases and Materials [Connected Casebook] (Aspen Casebook) Commentaries and Cases on the Law of Business Organizations [Connected Casebook] (Aspen Casebook Series) Wills, Trusts, and Estates, Tenth Edition [Connected Casebook] (Aspen Casebook) Tort Law: Responsibilities and Redress [Connected Casebook] (Aspen Casebook) Problems in Contract Law: Cases and Materials [Connected Casebook] (Aspen Casebook) Cases and Materials on Torts [Connected Casebook] (Aspen Casebook) Property Law: Rules Policies and Practices [Connected Casebook] (Aspen Casebook) Basic Tort Law: Cases, Statutes and Problems [Connected Casebook] (Aspen Casebook) Torts: Cases and Materials [Connected Casebook] (Aspen Casebook) Criminal Procedure: Adjudication and Right To Counsel [Connected Casebook] (Aspen Casebook)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)