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Titolo	Negotiation and dispute resolution // Beverly DeMarr, Suzanne De Janasz
Pubbl/distr/stampa	Harlow, England : , : Pearson, , [2014]
ISBN	1-292-05262-7
Edizione	[First edition, Pearson new international edition.]
Descrizione fisica	1 online resource (376 pages) : illustrations, photographs
Collana	Always learning
Disciplina	302.3
Soggetti	Negotiation Conflict management Mediation
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover -- Table of Contents -- 1. Introduction -- 2. The Language of Negotiation -- 3. Distributive Negotiations -- 4. Integrative Negotiations -- 5. Conflict and Dispute Resolution -- 6. Understanding Yourself and How That Impacts Negotiation -- 7. Communication in Negotiation -- 8. The Role and Importance of Persuasion in Negotiation -- 9. The Nature of the Relationship in Negotiating and Resolving Disputes -- 10. International Negotiations -- 11. Team and Multiparty Negotiations -- 12. Negotiating in the Workplace -- 13. Real Estate Negotiations: Commercial and Residential -- 14. Negotiating Your Future -- Appendix: Negotiating with Organized Labor -- Appendix: Resumes and Cover Letters -- Index.
Sommario/riassunto	For courses in Negotiation/Dispute Resolution. Complete and broad in coverage, this book 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.