1.	Record Nr.	UNINA9910480166703321
	Titolo	Negotiation [[electronic resource]] : strategies for mutual gain : the basic seminar of the Program on negotiation at Harvard Law School / / Lavinia Hall, editor
	Pubbl/distr/stampa	Newbury Park ; ; London, : SAGE, c1993
	ISBN	0-8039-4849-2 1-4522-4277-1 1-322-41462-9 1-4522-6247-0
	Descrizione fisica	1 online resource (229 p.)
	Altri autori (Persone)	HallLavinia
	Disciplina	158.5 302.3
	Soggetti	Conflict management Interpersonal conflict Negotiation Electronic books.
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Description based upon print version of record.
	Nota di bibliografia	Includes bibliographical references and index.
	Nota di contenuto	Cover; Contents; Introduction; Part I - Frameworks for Effective Negotiation; Chapter 1 - Negotiation Power: Ingredients in an Ability to Influence the Other Side; Chapter 2 - The Neutral Analyst: Helping Parties to Reach Better Solutions; Chapter 3 - Facilitated Collaborative Problem Solving and Process Management; Part II - Applying Mutual Gains to Organizations; Chapter 4 - The Courthouse and Alternative Dispute Resolution; Chapter 5 - Resolving Public Disputes; Chapter 6 - Why the Labor Management Scene Is Contentious; Chapter 7 - Searching for Mutual Gains in Labor Relations Chapter 8 - Options and Choice for Conflict Resolution in the WorkplacePart III - Perspectives on Individual Negotiators; Chapter 9 - Conflict From a Psychological Perspective; Chapter 10 - Her Place at the Table: Gender and Negotiation; Chapter 11 - Style and Effectiveness in Negotiation; Part IV - Appendices; I. Sample Curriculum on Negotiation and Dispute Resolution; II. Case Clearinghouse Materials; Bibliography;

Index; About the Authors

Sommario/riassunto

With contributions from top scholars in the field of negotiation, this volume blends technique with theory to present frameworks for effective negotiating, analyses of person-to-person negotiating situations and applications in organizational settings.