

1. Record Nr.	UNINA9910480630603321
Autore	Spangle Michael
Titolo	Negotiation [[electronic resource]] : communication for diverse settings // by Michael Spangle and Myra Warren Isenhart
Pubbl/distr/stampa	Thousand Oaks, CA, : SAGE, c2003
ISBN	1-5063-1926-2 1-322-42263-X 1-4833-2865-1 1-4522-4555-X
Descrizione fisica	1 online resource (459 p.)
Altri autori (Persone)	IsenhartMyra Warren
Disciplina	302.3
Soggetti	Conflict management 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; Acknowledgments; Preface; Introduction; Chapter 1 - Foundations of Negotiation; Chapter 2 - Contextual Nature of Negotiation; Chapter 3 - Theoretical Perspectives; Chapter 4 - Negotiation Processes; Chapter 5 - Qualities and Skills of Effective Negotiators; Chapter 6 - When Negotiation Breaks Down; Chapter 7 - Interpersonal Negotiation; Chapter 8 - Consumer Negotiation; Chapter 9 - Organizational Negotiation; Chapter 10 - Community Negotiation; Chapter 11 - International Negotiation; Chapter 12 - Integrating the Art with the Science of Negotiation; References About Those ProfiledIndex; About the Authors
Sommario/riassunto	Negotiation is not formulaic. How we negotiate is determined largely by the context in which the negotiation process takes place. Negotiation: Communication for Diverse Settings provides the reader with a comprehensive overview of the negotiation process as it applies to a wide variety of contexts. Skillfully weaving practitioner interviews and real world examples throughout the book, Michael Spangle and Myra Warren Isenhart emphasize the day-to-day relevance of negotiation skill. The authors provide knowledge vital to successful negotiation in a

variety of situations, including inte
