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Titolo	Negotiation as a social process [[electronic resource] /] / editors, Roderick M. Kramer, David M. Messick
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ISBN	1-4833-4536-X 1-4522-4699-8
Descrizione fisica	1 online resource (365 p.)
Altri autori (Persone)	KramerRoderick M <1950-> (Roderick Moreland) MessickDavid M
Disciplina	302.3
Soggetti	Negotiation Negotiation - Social aspects 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 indexes.
Nota di contenuto	part I. Negotiator cognition in social contexts -- part II. The relational contexts of negotiation -- part III. Experimental explorations.
Sommario/riassunto	A collection of 14 studies emphasizing the social dimensions of negotiation as a means of reducing the domination of the field by cognitive approaches. Among the topics are an information-processing perspective on the social context in negotiation, social factors that make freedom unattractive and more.