Record Nr. UNINA9910817398503321 Autore Spangle Michael Titolo Negotiation: communication for diverse settings / / by Michael Spangle and Myra Warren Isenhart Thousand Oaks, CA, : SAGE, c2003 Pubbl/distr/stampa **ISBN** 1-5063-1926-2 1-322-42263-X 1-4833-2865-1 1-4522-4555-X Edizione [1st ed.] Descrizione fisica 1 online resource (xxii, 435 p.) : ill Altri autori (Persone) IsenhartMyra Warren Disciplina 303.69 Soggetti Conflict management Negotiation 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