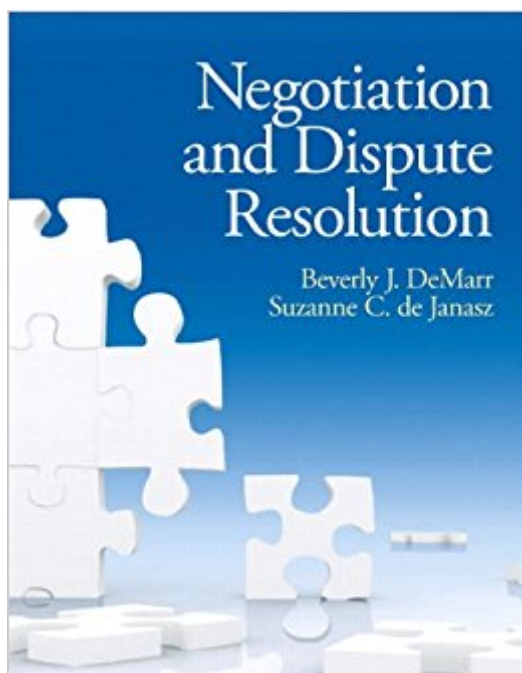


The book was found

# Negotiation And Dispute Resolution



## Synopsis

Complete and broad in coverage, **NEGOTIATION AND DISPUTE RESOLUTION** 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.

## Book Information

Paperback: 408 pages

Publisher: Pearson; 1 edition (January 6, 2012)

Language: English

ISBN-10: 0131577530

ISBN-13: 978-0131577534

Product Dimensions: 8.3 x 0.9 x 10.8 inches

Shipping Weight: 1.5 pounds

Average Customer Review: 4.6 out of 5 stars 6 customer reviews

Best Sellers Rank: #52,006 in Books (See Top 100 in Books) #6 in [Books > Law > Business > Arbitration, Negotiation & Mediation](#) #148 in [Books > Law > Rules & Procedures](#) #550 in [Books > Textbooks > Law](#)

## Customer Reviews

Good source of information

It's a very nice textbook on negotiation. It has a broad focus on the topic. It was well written in an easy to read style. I bought the book because it was required for a course I took.

Book came in as listed.

It was a really good book for a fun class.

Thank you

Great book in great condition...thanks!

[Download to continue reading...](#)

Online Dispute Resolution: Theory and Practice: A Treatise on Technology and Dispute Resolution  
Negotiation and Dispute Resolution Dispute Resolution: Negotiation Mediation and Other Processes  
(Aspen Casebook) Construction Contract Dispute and Claim Handbook, Introduction, and Division  
01: A Primer on the Nature of Construction Contract Disputes for Attorneys, ... (Construction  
Contract Dispute Handbook) Negotiation: Negotiation (Irwin Management) Settlement Negotiation  
Techniques in Family Law: A Guide to Improved Tactics and Resolution Emerging Systems for  
Managing Workplace Conflict: Lessons from American Corporations for Managers and Dispute  
Resolution Professionals The Bermuda Form: Interpretation and Dispute Resolution of Excess  
Liability Insurance Dispute Resolution and Lawyers (American Casebook Series) A History of  
Alternative Dispute Resolution: The Story of a Political, Social, and Cultural Movement Dispute  
Resolution and Lawyers (Coursebook) Alternatives to Litigation: Mediation, Arbitration, and the Art  
of Dispute Resolution Alternative Dispute Resolution: The Advocate's Perspective: Cases and  
Materials Alternative Dispute Resolution: The Advocate's Perspective Alternative Dispute  
Resolution: A Developing World Perspective (Commonwealth Caribbean Law) Dispute Resolution:  
Beyond the Adversarial Model, Second Edition (Aspen Casebooks) Alternative Methods of Dispute  
Resolution International Civil Dispute Resolution (American Casebook Series) Alternative Dispute  
Resolution in a Nutshell, 4th The Handbook of Dispute Resolution

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)