

# Essentials of Negotiation



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"Essentials of Negotiation, 4e" is a short paperback derivative from the main text, "Negotiation, 5e". It explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and inter-group conflict and its resolution. Fourteen of the 20 chapters from the main text have been included (about half have been shortened by about 1/3) for this volume. Chapters are shortened by removing more 'academic' material and some of the boxes. This effectively leaves the message and theories of negotiation intact.

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