

# Negotiation



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This is a practical book on negotiation in all realms of life. The authors cover the steps in the negotiating process and describe the necessary interpersonal skills for effective negotiators. They look at the factors that cause negotiations to break down, what to do when that happens, and the ethical and moral dimensions of negotiation. Chapters 7-12 examine key areas of life in which negotiation takes place: interpersonal relations, the workplace, consumer settings, community relations, and international affairs. The book: contains practitioner interviews; provides readers with real-world examples; and, emphasizes throughout the day-to-day relevance of negotiating skills.

作者介绍:

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