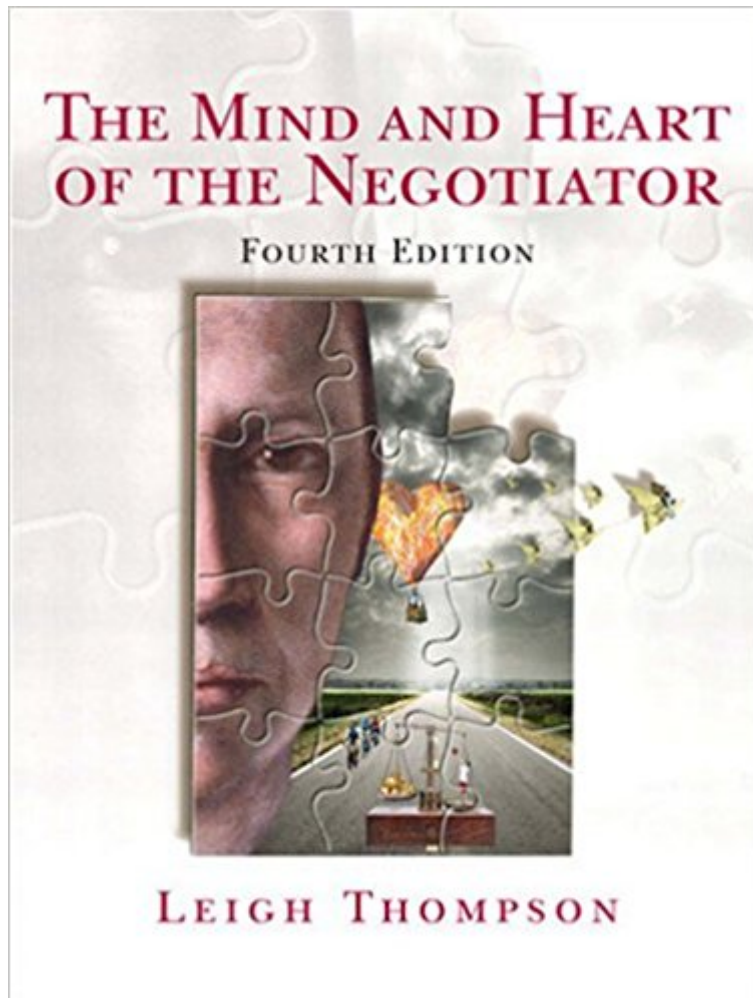




Ebook Directory
the best source of ebook

The book was found

The Mind And Heart Of The Negotiator, 4th Edition



Synopsis

KEY BENEFIT: This text provides an integrated view of what to do and what to avoid at the bargaining table, facilitated by an integration of theory, scientific research, and practical examples.
KEY TOPICS: Over 100 case study examples of negotiations from the business world are used to analyze and demonstrate points. These cases offer readers current and realistic examples of negotiating in managerial and executive contexts, and a look at the real-world. The book shows complex, commonly-occurring negotiating situations—such as negotiating with agents, mediation and arbitration, negotiating via e-mail and conference call, negotiating with competitor companies, and negotiating cross-culturally. For attorneys, arbitrators, and other negotiators, and many other professions with . It weaves together a wide range of disciplines in its study of negotiation, including economics, psychology, sociology, and organizational behavior.

Book Information

Paperback: 432 pages

Publisher: Prentice Hall; 4 edition (November 2, 2008)

Language: English

ISBN-10: 0131742272

ISBN-13: 978-0131742277

Product Dimensions: 7 x 0.8 x 9.2 inches

Shipping Weight: 1.3 pounds (View shipping rates and policies)

Average Customer Review: 4.3 out of 5 stars 37 customer reviews

Best Sellers Rank: #136,052 in Books (See Top 100 in Books) #64 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #177 in Books > Business & Money > Management & Leadership > Negotiating #1807 in Books > Business & Money > Management & Leadership > Leadership

Customer Reviews

Learn what your parents should have taught you.

This was my textbook for a conflict and negotiations course in university and it was well-structured and very easy to read. I held onto it and have referred back to it many times in the past 10 years.

As others have noted, there are many books on negotiations. What makes this book stand out is the comprehensive breadth of its coverage and that it provides an integrated view on the subject. To my

knowledge, it is unique in its coverage of both the "hard" and "soft" aspects of negotiations. For that reason, I recommend this book to everyone interested in negotiations. Using it as a foundation, you can then read other books to explore more deeply specific aspects of this subject. If your budget allows, I also recommend *Essentials of Negotiation* as a complement to this book. Once you've read one or both of those, you'll be ready for *Negotiation Analysis: The Science and Art of Collaborative Decision Making* by Howard Raiffa.

This was the text for my Graduate Negotiation class and it definitely covers in depth the subject. It was very interesting. Leigh Thompson is a great scholar as I have read many of her articles on this subject.

I had to buy this book for school. It does offer some great ideas for negotiation. I would have given it five stars, but the content seems a little too far in depth. A lot of times I felt it was going to deep into the weeds of the subject.

Great book on negotiating!

I expected a handbook about "How to Do" but was surprised. The book is way more than that. It is very scientific and very deep into the topic with countless references. The chapters are very well organized, covering every single subject. No book for easy reading. You need time and effort to work through it. But it is definitely worth it. When you face an important negotiation, this book is a -Must Read-.

Most textbooks I sell when I am done with, but I will be keeping this one because it is so useful (and cheap). I've been able to apply many of the lessons in my daily life whether it is dealing with a tenant or with my own kids. Highly recommend it.

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

The Mind and Heart of the Negotiator, 4th Edition
The Mind and Heart of the Negotiator (5th Edition)
The Mind and Heart of the Negotiator (6th Edition)
Mind and Heart of the Negotiator, The Master
Your Mind: Achieve Greatness by Powering Your Subconscious Mind [mental power, mind control, thought control] (brain power, subconscious mind power, NLP, Neuro Linguistic Programming)
Secrets of Power Negotiating, 15th Anniversary Edition: Inside Secrets from a Master Negotiator
Facing Down Evil: Life as an FBI Profiler and Hostage Negotiator, Updated and Expanded Think

Like a Lawyer Don't Act Like One: The Essential Rules for the Smart Negotiator The Negotiator:
The O'Malley Series, Book 1 The Negotiator Mind Control Mastery 4th Edition: Successful Guide to
Human Psychology and Manipulation, Persuasion and Deception! (Mind Control, Manipulation,
Deception, ... Psychology, Intuition, Manifestation,) The Power of Your Subconscious Mind: There
Are No Limits to the Prosperity, Happiness, and Peace of Mind You Can Achieve Simply by Using
the Power of the Subconscious Mind, Updated Fetal Heart Monitoring Principles and Practices 4th
Edition (Awhonn, Fetal Heart Monitoring) A Mind at Home with Itself: How Asking Four Questions
Can Free Your Mind, Open Your Heart, and Turn Your World Around Experiential Worship:
Encountering God with Heart, Soul, Mind, and Strength (Quiet Times for the Heart) The South
Beach Heart Health Revolution: Cardiac Prevention That Can Reverse Heart Disease and Stop
Heart Attacks and Strokes (The South Beach Diet) The Patient's Guide To Heart Valve Surgery
(Heart Valve Replacement And Heart Valve Repair) REVERSE HEART DISEASE - HEART
ATTACK CURE & STROKE CURE - LOWER HIGH BLOOD PRESSURE TO NORMAL &
RESTORE YOUTHFUL CARDIAC HEALTH WITH NO SURGERY OR DRUGS ... Pressure Cure,
The End Of Heart Disease) Mudras for a Strong Heart: 21 Simple Hand Gestures for Preventing,
Curing & Reversing Heart Disease: [A Holistic Approach to Preventing & Curing Heart Disease]
(Mudra Healing Book 8) The Cardiac Recovery Cookbook: Heart Healthy Recipes for Life After
Heart Attack or Heart Surgery

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)