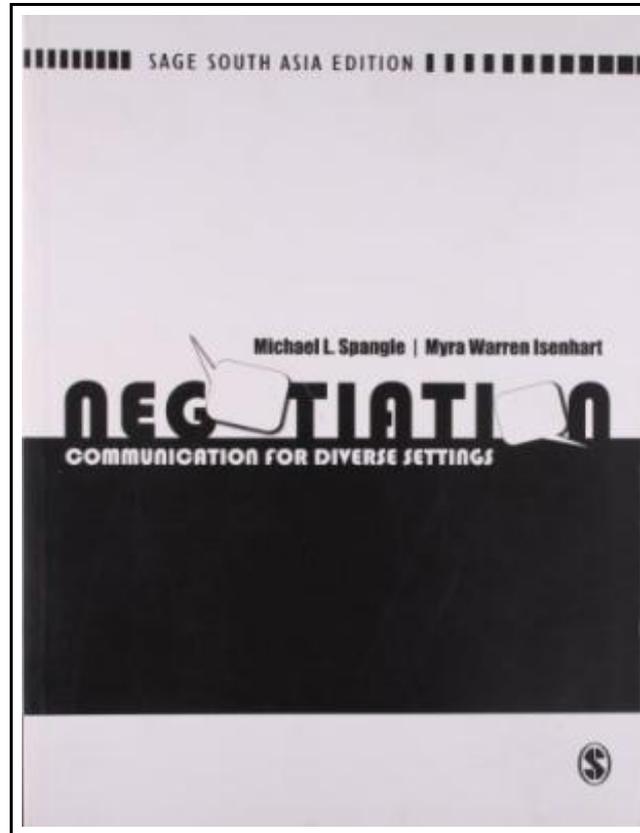


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Reviews

This publication will be worth purchasing. It really is written in simple terms instead of difficult to understand. It has been designed in an exceptionally simple way and is particularly only right after I finished reading this ebook in which basically modified me, altered the way I believe.
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NEGOTIATION: COMMUNICATION FOR DIVERSE SETTINGS



Sage Publications, New Delhi, India, 2008. Paperback. Book Condition: New. First Edition. 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 Isenhardt emphasize the day-to-day relevance of negotiation skill. The authors provide knowledge vital to successful negotiation in a variety of situations, including interpersonal relations, the workplace, shopping and other consumer settings, community relations, and international affairs. Discussions of the moral and ethical dilemmas of negotiation-as well as the detail provided in various sections, such as international negotiations will undoubtedly prove useful to novice and seasoned negotiators alike. Features of this text: - Takes a communication perspective, analyzing the negotiation process and how different settings and elements affect negotiation strategies and techniques - Discusses the cultural context of conflict - Introduces basic theoretical principles and practical steps in the negotiating process - Moves on a continuum from micro (interpersonal) to macro (international) levels of negotiation - Addresses the interpersonal skills necessary for effective negotiation, factors that cause negotiations to break down, and what to do when that happens - Includes "Professional Profiles" interviews with professional negotiators from a variety of backgrounds - Brings concepts to life for students through the use of boxed negotiation examples from a variety of contexts. Printed Pages: 460.



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