



Negotiation: Theory & Strategy, Third Edition (Aspen Casebook Series)

Russell Korobkin

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Unlike other books that focus on the nuts-and-bolts of the negotiation process, this text's conceptual approach draws on psychology, cutting-edge scholarship, and law to create an analytical framework with which students can learn to think about negotiation strategy before applying the framework to specific negotiation problems and contexts.

Features:

- Restructured treatment of the psychology of persuasion
- Part III framed to emphasize the critical importance of the relationship between negotiators
- Treatment of "trust" expanded with more discussion of extensive experimental data
- New treatment of the how to deal with the negative emotions that result from conflict
- Completely new simulations added to reinforce bargaining zone analysis, persuasion techniques, coping with emotions, and principal-agent relationships in negotiation

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