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Essentials of Negotiation, 5e is a condensed version of the main text, Negotiation, Sixth Edition. 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. Twelve of the 20 chapters from the main text have been included in this edition, several chapters having been condensed for this volume.

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Professor Lewicki has served as the president of the International Association of Conflict Management. He received the first David Bradford Outstanding Educator award from the Organizational Behavior Teaching Society for his contributions to the field of teaching in negotiation and dispute resolution.

Synopsis Lewicki, Barry, Saunders, and Minton's: "Essentials of Negotiations, 3e" is a short paperback derivative from the main text, Negotiation. 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.

Lewicki and Hiam's Negotiation Matrix is a useful tool for choosing the best negotiating approach. It characterizes the five key styles as "accommodating," "competing," "avoiding," "collaborating," and "compromising," and clearly outlines the pros and cons of each one.

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Essentials of Negotiation

Lewicki, Roy J. *Essentials of negotiation* / Roy J. Lewicki, The Ohio State University, Bruce Barry, Vanderbilt University David M. Saunders, Queen's University. — Sixth Edition. pages cm ISBN 978-0-07-786246-6 (alk. paper) 1. Negotiation in business. 2. Negotiation. I. Barry, Bruce, 1958- II. Saunders, David M. III. Title. HD58.6.L487 2015

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