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Two efforts that help a negotiation create trust and beliefs: Outcome perception. Process perception. The pattern of give-and-take is also essential to joint problem solving in most interdependent relationships. Satisfaction with negotiation is as much determined by the process through which an agreement is reached as with the actual outcome obtained.

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Chapter 1

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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.

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Canadian Collective Bargaining Law: Principles and Practice. 3rd ed. by Wesley B. Rayner, Mike Rayner, James G. Knight, Brian MacDonald Publication Date: 2017 Essentials of Negotiation. 3rd Canadian edition. by Roy J. Lewicki, David M. Saunders, Bruce Barry and Kevin Tasa

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Essentials of Negotiation explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal

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and inter-group conflict and its resolution in a succinct format. For users of the US (comprehensive) text, 11 of the 20 chapters have been included here. Chapters are shortened by removing more "academic" material and some of the boxes.

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Lewicki, Essentials of Negotiation provides a short and concise yet comprehensive overview of the field of negotiation. It succinctly provides instructors and students with the core concepts of negotiation.

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