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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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Essentials of Negotiation 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 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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