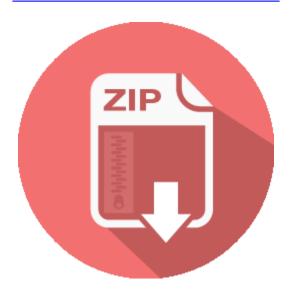
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Roy J Lewicki Fisher College of Business

Background. He is a leading scholar in the study of trust development and trust repair, negotiation and conflict management processes. Lewicki is the author or editor of 40 books, including the leading academic textbooks on negotiation. His most recent books are Negotiation, 7E and Negotiation: Readings, Exercises and Cases, 7E. http://ebookslibrary.club/download/Roy-J--Lewicki-Fisher-College-of-Business.pdf

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Essentials of Negotiation by Roy J Lewicki

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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