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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.

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### **Essentials of Negotiation by Roy J Lewicki**

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