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NEGOTIATION: COMMUNICATION FOR DIVERSE SETTINGS



Sage Publications, New Delhi, India, 2008. Paperback. Book Condition: New. First Edition. Negotiation is not formulaic. How we negotiate is determined largely by the context in which the negotiation process takes place. Negotiation: Communication for Diverse Settings provides the reader with a comprehensive overview of the negotiation process as it applies to a wide variety of contexts. Skillfully weaving practitioner interviews and real world examples throughout the book, Michael Spangle and Myra Warren Isenhardt emphasize the day-to-day relevance of negotiation...

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- Released at 2008



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