

Negotiation and dispute resolution

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Deskripsi Lengkap: <https://lib.ui.ac.id/detail?id=20487727&lokasi=lokal>

Abstrak

Complete and broad in coverage, this book addresses negotiations and dispute resolution in a wide variety of settings. Because skill development is an important part of becoming a masterful negotiator, concepts are augmented with numerous exercises, activities, role plays, and self-assessments. By combining theoretical foundations with experiential exercises, the book helps students develop their ability to negotiate and resolve conflicts in both personal and professional settings