



Effective Negotiation: From Research to Results

By Ray Fells



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Effective Negotiation is a task-oriented and practical resource that provides the skills needed to reach a good agreement. It examines how negotiations work and covers key issues such as trust, power and information exchange. Ray Fells draws on his extensive teaching and research experience to present useful, applicable strategies and advice on managing workplace and business negotiations. Fully revised and updated, this comprehensive second edition boasts new features including chapter summaries, fundamental skills tips and a complete Negotiator's Toolkit. It incorporates up-to-date case studies, new material on mediation and on multi-party negotiations and a new concluding chapter on being an effective negotiator. The companion website, at www.cambridge.edu.au/academic/effective, includes a comprehensive set of lecturer resources, including Powerpoint summaries, negotiation role plays, and expanded case material. Effective Negotiation remains an essential resource for students and professionals in the fields of business and management, law, human resource management and employment relations.

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Editorial Review

Review

'The author is a recognised expert and demonstrates this with an ease and smoothness of style, covering all the most essential aspects of the subject matter with great skill and clarity. Readers will not only benefit from the companion website but from an extensive and detailed set of appendices which go into a greater technical detail with the subject matter of each chapter. Effective Negotiation is a concise model of what publications in this field should aspire to.' Journal of General Management

'Without being over-long, verbose or stylized, Fells brings his subject to light in a way which will be helpful for complete beginners in the area as well as more experienced members of the field. What is offered is a good balance of detail, overview, and summary, with abundant visual representation and exposition. The author is a recognised expert and demonstrates this with an ease and smoothness of style, covering all the most essential aspects of the subject matter with great skill and clarity. Readers will not only benefit from the companion website but from an extensive and detailed set of appendices which go into a greater technical detail with the subject matter of each chapter. Effective Negotiation is a concise model of what publications in this field should aspire to.' Journal of General Management

About the Author

Ray Fells is Associate Dean in the Faculty of Business, University of Western Australia.

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