

Contents in Brief

1. The Nature of Negotiation 1
2. Strategy and Tactics of Distributive Bargaining 33
3. Strategy and Tactics of Integrative Negotiation 73
4. Negotiation: Strategy and Planning 108
5. Ethics in Negotiation 142
6. Perception, Cognition, and Emotion 190
7. Communication 227
8. Finding and Using Negotiation Power 254
9. Influence 283
10. Relationships in Negotiation 316
11. Agents, Constituencies, and Audiences 344
12. Coalitions 378
13. Multiple Parties and Groups in Negotiations 400
14. Individual Differences I: Gender and Negotiation 432
15. Individual Differences II: Personality and Abilities 452
16. International and Cross-Cultural Negotiation 474
17. Managing Negotiation Impasses 509
18. Managing Difficult Negotiations 538
19. Third-Party Approaches to Managing Difficult Negotiations 558
20. Best Practices in Negotiations 589

Bibliography 600

Name Index 659

Subject Index 672