

The Psychology of Negotiations in the 21st Century Workplace: New Challenges and New Solutions (SIOP Organizational Frontiers Series)



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The "litigation explosion" in the 21st century workplace means increasing costs and risks of lawsuits. Negotiation appears the attractive alternative to litigation. This new volume, with contributions from experts in psychology, management, and other disciplines, bridges the gap between management and negotiation research. Managers, students, and researchers interested in the field of negotiation will find this new book in SIOP's Organizational Frontiers series of interest.

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