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Professor Lewicki has served as the president of the International Association of Conflict Management. He received the first David Bradford Outstanding Educator award from the Organizational Behavior Teaching Society for his contributions to the field of teaching in negotiation and dispute resolution.

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Essentials of Negotiation

Roy Lewicki, Bruce Barry, David Saunders. McGraw-Hill Companies, Incorporated, 2007 - Business & Economics - 718 pages. 0 Reviews. Negotiation is a critical skill needed for effective management.

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Edition, edited by Roy Lewicki, Bruce Barry, and David Saunders to appear in 2015. This text and reader can be used together or separately. We encourage instructors to contact their local McGraw-Hill/Irwin representative for an examination copy (or call 800-634-3963, or visit the Web site at [www.mhhe.com](http://www.mhhe.com)).

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Negotiation

Roy J. Lewicki, Bruce Barry, David M. Saunders Welcome to the sixth edition of Essentials of Negotiation! Again, this book represents our response to many faculty who wanted a brief version of the longer text.

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Summary Negotiation Roy J. Lewicki; David M. Saunders ...

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