



The Mind and Heart of the Negotiator, 4th Edition

By Leigh L. Thompson

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KEY BENEFIT: This text provides an integrated view of what to do and what to avoid at the bargaining table, facilitated by an integration of theory, scientific research, and practical examples.

KEY TOPICS: Over 100 case study examples of negotiations from the business world are used to analyze and demonstrate points. These cases offer readers current and realistic examples of negotiating in managerial and executive contexts, and a look at the real-world. The book shows complex, commonly-occurring negotiating situations—such as negotiating with agents, mediation and arbitration, negotiating via e-mail and conference call, negotiating with competitor companies, and negotiating cross-culturally.

For attorneys, arbitrators, and other negotiators, and many other professions with . It weaves together a wide range of disciplines in its study of negotiation, including economics, psychology, sociology, and organizational behavior.

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