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Xiaolong Qi



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Negotiation Excellence Michael Benoliel, 2011 Nearly 300 years ago Francois de Callieres a French diplomat famously observed that the fate of the greatest states depends on the quality of their negotiators His observation appears to have stood the test of time as the fate of modern organizations in today s increasingly competitive global economy still depends largely on the skill and conduct of its negotiators To illustrate the critical role of skilled negotiators one has to look no further than at the dismal record of recent high profile mergers and acquisitions In numerous deals deal makers have wiped out significant value off their market capitalization through failures in the deal making process In contrast successful serial deal makers have long recognized the value of negotiation and invested in building individual and institutional negotiation capabilities *Negotiation Excellence Successful Deal Making* was written by the leading negotiation experts from top rated universities in the USA and in Asia and its objective is to introduce the readers to the theory and the best practices of effective negotiation The book includes chapters ranging from preparing and planning well for successful negotiations building relationships and establishing trust between negotiators negotiating creatively to create mutual value and win win understanding and dealing with negotiators from different cultures to managing ethical dilemmas In addition to emphasizing the link between theory and practice *Negotiation Excellence Successful Deal Making* includes deal examples such as Renault Nissan alliance mega merger between Arcelor and Mittal Steel Kraft Foods acquisition of Cadbury PLC Walt Disney Company negotiation with the Hong Kong government and Komatsu a Japanese firm negotiation with Dresser an American firm

Negotiation Brad Winn, Marc Sokol, 2023-09-01 Negotiation is much more than making a deal it s a life skill *Negotiation Creating Agreements in Business and Life* explores the theory and practice of negotiation while unpacking how to develop the head heart hand and stomach of a successful negotiator Authors Brad Winn and Marc Sokol frame negotiation as a dynamic creative process that can produce lasting positive results for all parties involved Practical applications role play exercises and cases provide students with ample opportunities to sharpen their negotiation skills to become confident capable negotiators in the workplace and in everyday life Included with this title LMS Cartridge Import this title s instructor resources into your school s learning management system LMS and save time Don t use an LMS You can still access all of the same online resources for this title via the password protected Instructor Resource Site **Managing Interpersonal**

Conflict Nancy A. Burrell, Mike Allen, Barbara Mae Gayle, Raymond W. Preiss, 2014-02-05 *Managing Interpersonal Conflict* is a systematic review of conflict research in legal institutional and relational contexts Each chapter represents a summary of the existing quantitative social science research using meta analysis with contexts ranging from jury selection to peer mediation to homophobia reduction The contributors provide connections between cutting edge scholarship about abstract theoretical arguments the needs of instructional and training pedagogy and practical applications of information The meta analysis approach produces a unique informational resource offering answers to key research questions addressing conflict

This volume serves as an invaluable resource for studying conflict mediation negotiation and facilitation in coursework implementing and planning training programs designing interventions creating workshops and conducting studies of conflict

Negotiation and Dispute Resolution for Lawyers Jordaan, Barney, 2022-06-10 Expertly combining negotiation theory and practice *Negotiation and Dispute Resolution for Lawyers* demonstrates how lawyers can deliver enhanced levels of service to their clients Comprehensive and engaging the book is a lawyer's guide to resolving conflict negotiating deals preserving important client relationships and ultimately becoming truly effective problem solvers *Advances in Mergers and*

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Group Decision and Negotiation José María Moreno-Jiménez, Danielle Costa Morais, María Teresa Escobar, Alberto Turón, 2025-05-31 This book constitutes the refereed proceedings of the 25th International Conference on Group Decision and Negotiation GDN 2025 which took place in Zaragoza Spain during June 2025 The field of Group Decision and Negotiation focuses on decision processes with at least two participants and a common goal but conflicting individual goals Research areas of Group Decision and Negotiation include electronic negotiations experiments the role of emotions in group decision and negotiations preference elicitation and decision support for group decisions and negotiations and conflict resolution principles The 12 full papers included in these proceedings were carefully reviewed and selected from 99 submissions They were organized in topical sections as follows AI Ethics and Societal Impact in Group Decision and Negotiation Preference Modeling Evaluation and Decision Support in Group Contexts and Conflict Modeling in Complex Decision Environments

FROM HOPE TO STRATEGY The Anatomy of Negotiation Wayne Harrison, This is the gift that keeps giving *The Anatomy of Negotiation* is a book by Wayne Harrison that gives you the latest tools to do the right thing the right way at the right time It will provide you with the communication strategies and negotiation frameworks needed to form new skills improve processes be a better leader and make your relationships and outcomes more predictable The information in this book is based on extensive research and experienced practitioners who have participated in and advised on high stakes negotiations and conflicts that have resulted in practical value creating outcomes International Business Negotiations Pervez N.

Ghauri, Jean-Claude Usunier, 2003-09-30 Provides an understanding about the impact of culture and communication on international business negotiations This work explores the problems faced by Western managers while doing business abroad and offers guidelines for international business negotiations It also focuses on an important aspect of international business negotiations Deadlocks in Multilateral Negotiations Amrita Narlikar, 2010-05-06 Deadlocks are a feature of everyday life as well as high politics This volume focuses on the concept causes and consequences of deadlocks in multilateral settings and analyses the types of strategies that could be used to break them It commences with a definition of deadlock hypothesises

about its occurrence and proposes solutions Each chapter then makes an original contribution to the issue of deadlock theoretical methodological or empirical and further tests the original concepts and hypotheses either theoretically or through case study analysis developing or altering them accordingly This is a unique volume which provides an in depth examination of the problem of deadlock and a more thorough understanding of specific negotiation problems than has ever been done before It will be directly relevant to students researchers teachers and scholars of negotiation and will also be of interest to practitioners involved in negotiation and diplomacy

Group Decision and Negotiation in the Era of Multimodal Interactions Yu Maemura,Masahide Horita,Liping Fang,Pascale Zaraté,2023-05-22 This book constitutes the refereed proceedings of the 23rd International Conference on Group Decision and Negotiation GDN 2023 which took place in Tokyo Japan during June 11 15 2023 The field of Group Decision and Negotiation focuses on decision processes with at least two participants and a common goal but conflicting individual goals Research areas of Group Decision and Negotiation include electronic negotiations experiments the role of emotions in group decision and negotiations preference elicitation and decision support for group decisions and negotiations and conflict resolution principles This year s conference focusses on multimodal interactions The 11 full papers presented in this volume were carefully reviewed and selected from 102 submissions They were organized in the following topical sections Taking a step back Critically re examining technology interactions with group decision and negotiation preference modeling and multi criteria decision making and conflict modeling and distributive mechanisms

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Cases in Collective Bargaining & Industrial Relations Raymond L. Hilgert,Sterling Harry Schoen,1996

EBOOK: Human Communication: South African edition Stewart Tubbs,Sylvia Moss,Nicolette Papastefanou,2012-05-16 The new South African edition of Tubbs and Moss offers examples applications and cases tailored to the local market whilst retaining the successful focus on the principles and contexts of communication studies The authors link theory and research with fundamental concepts and create plentiful opportunities for students to apply their understanding and develop useful communication skills The new edition is fully updated with the most up to date research and examples with a strong focus on cultural diversity technology and local applications

Leadership Resources Center for Creative Leadership, Greensboro, NC.,2000 This guide provides over 300 pages of resources suggested by leadership educators in surveys Center for Creative Leadership staff and search of library resources This eighth edition is half new including web sites and listserv discussion groups and it places a stronger focus on meeting the needs of human resources professionals and corporate trainers An annotated bibliography groups leadership materials in several broad categories overview in context history biography and literature competencies research theories and models training and

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Toxic Leadership Steven M. Walker, Daryl Watkins, 2022-11-30 Toxic Leadership Research and Cases presents research and cases on toxic leadership that emerged from qualitative research on the followers of toxic leaders The goal is to help students researchers and academics understand how toxic leadership emerges how leaders can spot toxic leadership within their organizations and discuss what they can do to stop toxic leaders from destroying organizational value The book pulls together various theories models and names e g bad leadership destructive leadership for toxic leadership The authors cover how power culture personality disorders and followers contribute to the toxic leadership phenomenon Readers will learn how toxic leaders impact organizations the types of toxic leaders signs of toxic leaders and the environments they create The authors share case studies for each toxic leader type to illustrate themes coping strategies and organizational outcomes Each case is accompanied by a series of questions for reflection study and leadership development This book will be useful for students researchers and academics to help uncover signs of toxic leaders that are often hidden from upper management It will also be helpful for leaders to develop organizational strategies and for followers to develop coping strategies

The Wiley Guide to Project Organization and Project Management Competencies Peter W. G. Morris, Jeffrey K. Pinto, 2010-09-23 THE WILEY GUIDE TO Project Organization Project Management Competencies A guide to the human factors in project management knowledge learning and maturity THE WILEY GUIDES TO THE MANAGEMENT OF PROJECTS address critical need to know information that will help professionals successfully manage projects in most businesses and help students learn the best practices of the industry They contain not only well known and widely used basic project management practices but also the newest and most cutting edge concepts in the broader theory and practice of managing projects This third volume in the series covers a range of organizational and people based topics that are occupying the project management world today The essence of project management represents a people challenge the ability to appreciate and effectively employ the competencies of all those who are associated with the project development and delivery process This book explains how you can more successfully manage a project from inception through delivery by learning how to handle critical issues around structure teams leadership power and negotiation and the whole area of competencies The expert contributors also include chapters on global project management knowledge and standards the role of project management associations around the world project management maturity models and other key topics Complete your understanding of project management with these other books in The Wiley Guides to the Management of Projects series The Wiley Guide to Project Control The Wiley Guide to Project Program Portfolio Management The Wiley Guide to Project Technology Supply Chain Procurement Management

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