



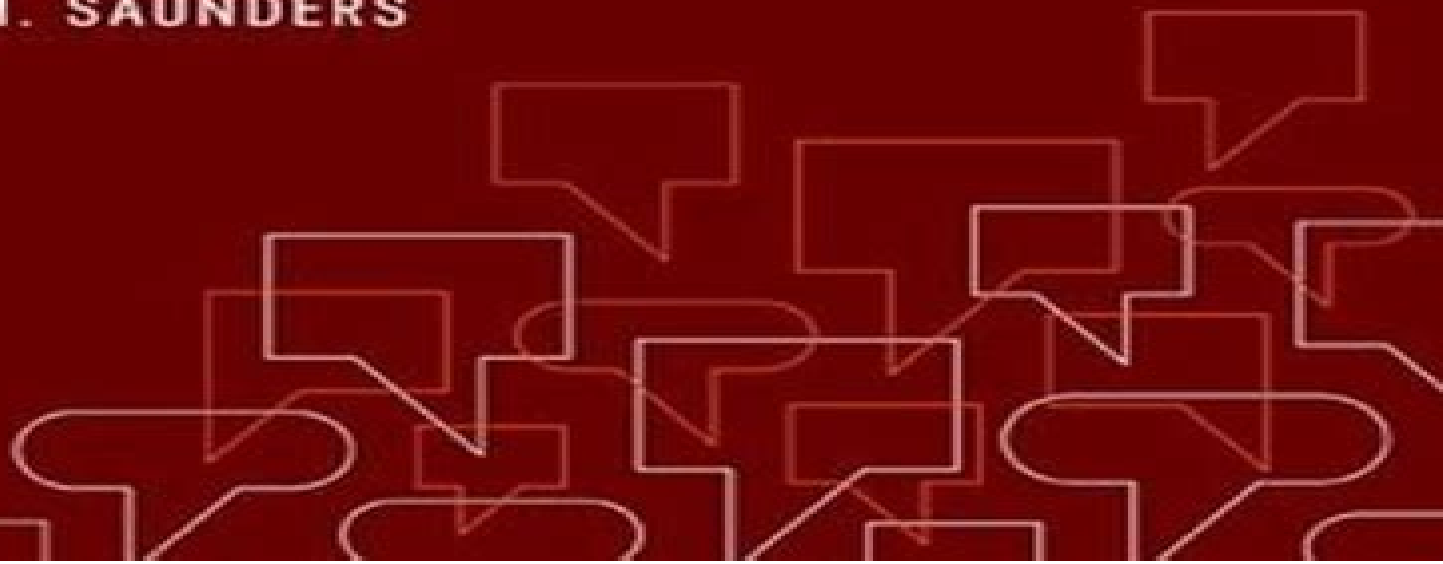
SIXTH EDITION

Essentials of

NEGOTIATION

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Essentials Of Negotiation 6th Edition By Roy Lewicki

Robert Konopaske, John M. Ivancevich

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Reading the Bible, Transforming Conflict Carol J. Dempsey, Elayne J. Shapiro, 2011 An interaction between biblical studies and communication studies that demonstrates how understanding situations of conflict in the Bible can help develop skills in dealing with conflict today Each of eleven chapters presents a biblical story from Adam and Eve through the letters of Paul that examines some aspect of conflict intrapersonal interpersonal or between humans and God Each chapter takes up a particular theme the nature of conflict the role of identity the need for forgiveness the use of power the potential of mediation the skills of negotiation the possibility of reconciliation with the goal of helping students learn how to be in right relationship with one another and with God Each chapter includes discussion questions suggested readings and sidebars to form an attractive text for undergraduates and general readers Accessible language and tools to engage students are used throughout

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Bibliographic Guide to Education 2003 GK Hall, 2004-10 The Bibliographic Guide to Education lists recent publications cataloged during the past year by Teachers College Columbia University supplemented by publications in the field of education cataloged by The Research Libraries of The New York Public Library selected on the basis of subject headings Non book materials including theses are included in this Guide with the exception of serials All aspects and levels of education are represented in this Guide including such areas as American elementary and secondary education higher and adult education early childhood education history and philosophy of education applied pedagogy international and comparative education educational administration education of the culturally disadvantaged and physically handicapped nursing education and education of minorities and women Also well covered are the administrative reports of departments of education for various countries and for U S states and large cities The Teachers College collection covers over 200 distinct educational systems Works in all languages are included The Bibliographic Guide to Education serves in part as an annual supplement to the Dictionary Catalog of the Teachers College Library Columbia University G K Hall Second Supplement 1973 Third Supplement 1977

Law and Society Steven Vago, 2006 For one semester undergraduate courses in Law and Society Sociology of Law Introduction to Law and a variety of criminal justice courses offered in departments of Sociology Criminal Justice and Political Science This book looks at the legal system and administrative criminal and civil law in the context of race class and

gender

Cases in Collective Bargaining and Industrial Relations Raymond L. Hilgert, David A. Dilts, 2003 Hilgert Dilts is the only non custom product on the market to offer an anthology of cases for the labor relations collective bargaining course It contains an extensive set of cases dealing with Union Management problem situations The cases vary in length complexity and numbers of issues

Organizational Behavior and Management John Ivancevich, Robert Konopaske, Michael Matteson, 2007-02 The author team Ivancevich Konopaske Matteson has examined listened and responded to reviewers instructors and students suggestions on how to continue to make Organizational Behavior and Management 8e a more user friendly and application rich introductory OB textbook To accomplish this OBM 8e achieves the difficult goal of preserving its key strengths i e thorough current good balance of research and practice while streamlining its content by removing over 100 pages of readings that are now available on the Web This reduction in page length makes the book more affordable teachable and efficient for students Preserving scholarship while streamlining captures the spirit of what I K M used as the guiding principle while writing OBM 8e

Global Management and Organizational Behavior Robert Konopaske, John M. Ivancevich, 2004 Written to provide a clear picture analysis and set of suggestions for managers and leaders to operate in international settings Supporting the context models and examples in the book each of the three parts of the text contains readings exercises and cases

Labor Relations and Collective Bargaining Michael R. Carrell, Christina Heavrin, 2001 For undergraduate and graduate level MBA courses in Collective Bargaining and Employee Relations Providing students with a realistic picture of actual collective bargaining and labor relations situations drawn from the authors considerable experiences this distinctively up to date introduction contains separate chapters on benefits wage issues discrimination laws and international labor relations and integrates many recent examples throughout to support discussions NEW Global boxed information Labor News sections Tips from experts and labor profiles Examples from labor contracts and hearings Loaded with experimental exercises

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America's Teachers Joseph W. Newman, 2006 Through clear accessible writing and the strongest research base and documentation on the market this edition offers a positive teacher centered view of the profession America s Teachers An Introduction to Education Fifth Edition accurately reflects how teachers themselves feel about their work With critical and informative material on teaching as an occupation the foundations of education and emerging issues affecting today s classrooms this textbook provides prospective teachers

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