The book was found

# The Mind And Heart Of The Negotiator (5th Edition)



LEIGH L. THOMPSON



# Synopsis

Delve into the mind and heart of the negotiator in order to enhance negotiation skills. The Mind and Heart of the Negotiator is dedicated to negotiators who want to improve their ability to negotiateâ "whether in multimillion-dollar business deals or personal interactions. 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. This edition contains new examples and chapter-opening sections, as well as more than a hundred new scientific articles on negotiations.

# **Book Information**

Paperback: 432 pages Publisher: Pearson; 5 edition (August 4, 2011) Language: English ISBN-10: 0132543869 ISBN-13: 978-0132543866 Product Dimensions: 6.9 x 1 x 9.1 inches Shipping Weight: 1.1 pounds (View shipping rates and policies) Average Customer Review: 4.3 out of 5 stars Â See all reviews (27 customer reviews) Best Sellers Rank: #60,983 in Books (See Top 100 in Books) #87 in Books > Business & Money > Management & Leadership > Negotiating #854 in Books > Business & Money > Management & Leadership > Leadership #1059 in Books > Business & Money > Skills

## **Customer Reviews**

This textbook is really well written and actually holds valuable information for your future career and just life in general. I had to have it for a class, but I ended up finding it really interesting. Easy to read, short chapters.

Used for a Project Management course. I enjoyed this book and it covered a lot of interesting topics. However, it was a bit dry and I felt like some parts could have been condensed into about half their length as it began repeating itself.

This book is a easy read and steps you through the negotiation processes in a business environment. But it also goes touches on negotiating in relationships and everyday activities. I highly recommend this book. Got this textbook for Negotiations class in grad school. The textbook could be better because the concepts are poorly explained or are "duh" concepts. If you are looking for negotiation books in the cross cultural sense, definitely DO NOT get this book because there are better books out there that explains how to identify characteristics of a culture and how to handle them in communications. For negotiations in the American scene it's ok.

I purchased this as a text book and paid a text book price. The author is thorough in her presentation of negotiation, however her examples are bias, incomplete in their explanation, and in some cases do not match what the author is trying to convey. I think the editors failed her.

Too many assumptions. For example, on page 20, the answer chosen by "most people" would depend on weather she is polling middle class people versus people of means. For people of means, risking \$5,000 is a no-brainer, so I suspect that most would choose "B" option. I also found that the author's attempt to create a new language of multiple terms (BATNA, PIE-SLICING, EQUITY PRINCIPLE, INTEGRATIVE AGREEMENTS, etc.), as well as her explanatory tables, give a cook-book approach that does not sound real; makes the book cumbersome.

This book lays everything out in a methodical and clear and concise manner so that students can understand the mechanics of negotiation. I would highly recommend this book to students and professionals alike.

### It is a little bit clean

### Download to continue reading...

The Mind and Heart of the Negotiator (5th Edition) The Mind and Heart of the Negotiator (6th Edition) The Mind and Heart of the Negotiator, 4th Edition Mind and Heart of the Negotiator, The Secrets of Power Negotiating, 15th Anniversary Edition: Inside Secrets from a Master Negotiator The Global Negotiator: Making, Managing and Mending Deals Around the World in the Twenty-First Century The Negotiator: A Memoir You Can Negotiate Anything: The World's Best Negotiator Tells You How To Get What You Want The Negotiator: The O'Malley Series, Book 1 Stalling for Time: My Life as an FBI Hostage Negotiator Experiential Worship: Encountering God with Heart, Soul, Mind, and Strength (Quiet Times for the Heart) PMP EXAM Simplified-5th Edition- (PMP Exam Prep 2013 and CAPM Exam Prep 2013 Series) Aligned to PMBOK Guide 5th Edition By Charles Petzold -

Programming Windows 5th Edition Book/CD Package: The definitive guide to the Win32 API (Microsoft Programming Series) (5th Edition) (10.2.1998) The 5th Wave: The First Book of the 5th Wave Series El campo de batalla de la mente / The Battlefield of the Mind: CÃ mo Ganar La Batalla En Tu Mente / How to Win the Battle in Your Mind: Library Edition (Spanish Edition) Designing with the Mind in Mind, Second Edition: Simple Guide to Understanding User Interface Design Guidelines Zen Mind, Beginner's Mind: Informal Talks on Zen Meditation and Practice Running with the Mind of Meditation: Lessons for Training Body and Mind Body Language: Discover How To Connect, Analyze And Influence People In A Subconscious Level By Understanding Their Nonverbal Communication (Behavior, ... Mind, Mind Power, Brain Hidden Power) The Future of the Mind: The Scientific Quest to Understand, Enhance, and Empower the Mind

<u>Dmca</u>