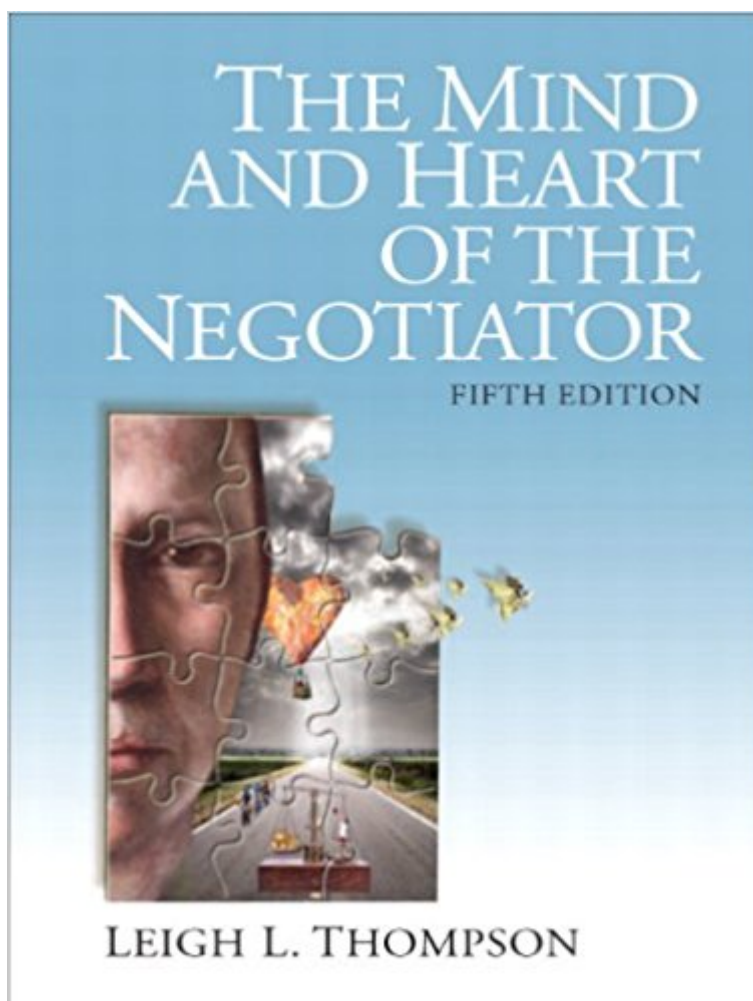


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# The Mind And Heart Of The Negotiator (5th Edition)



## 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 negotiate—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

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## Customer Reviews

"Leigh L. Thompson" is the J. Jay Gerber Distinguished Professor of Dispute Resolution and Organizations in the Kellogg School of Management at Northwestern University. She is also the director of the AT&T Behavioral Research Laboratory at Kellogg and the Leading High Impact Teams Executive Program at Kellogg. An active consultant, Thompson has taught teamwork skills to a wide variety of executives and managers all over the world. An internationally recognized scholar, Thompson has published four books and over 65 articles in leading management journals and books. Thompson has received numerous awards and honors for her research, including the National Science Foundation Presidential Young Investigator Award, a fellowship at the Center for Advanced Study in the Behavioral Sciences at Stanford, California, and a grant from the Citigroup Behavioral Sciences Research Council of Citibank. For more information about Leigh Thompson's teaching and research, please visit: [www.LeighThompson.com](http://www.LeighThompson.com).

I was required to order this book for a college course I am taking and found this book to be very helpful. It provides a solid base of information for students learning about negotiation. It describes in detail the different theories, techniques and terms that are required to become a negotiator. It is a great value for a college student who wants to rent their books.

Per my professor, nothing has changed between 4th, 5th, & 6th editions. Publisher is producing unethical reprints. Just buy an older version.

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.

This text was required for my MBA Negotiations class, however, it has been written in a manner that it offers great information for anybody wishing to improve their negotiating skills. It is up to date in its many real-world examples.

It's an awesome book for people trying to understand the logic of art and science of negotiations. It helps develop basic required skills to negotiate while making you understand the fundamentals. Great book for corporate negotiations!!

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.

This was the textbook for my Negotiation class, and it has some serious flaws in my opinion...First, the layout is disorganized, and the concepts are often strangely linked and overlap in a way that makes understanding the ideas much more difficult. Second, there are grammatical mistakes throughout. This, along with the poor structure of the chapters, makes it hard to believe that the book was ever proofread. There are also some other issues " some ideas seem contradictory in the book since the author compiles findings from many different sources. However, as a result, there is often no clear framework for understanding negotiations more clearly. Facts from other sources are often stated without commentary on how that finding links to strategic frameworks more

generally. Again, this relates to the idea of poor organization and overall flow of the book. Definitions of certain terms are often unclear, and even when they are given they are subsequently used in contexts that do not align with the initially given meaning. Overall, it has some decent insight to improving negotiation abilities; there are also many interesting examples of negotiations throughout (though the applicability to the section those negotiations are in varies). However, the author lacks sufficient ability to coherently structure the ideas in textbook form.

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.

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