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12. In some ways, the ultimate weapon in negotiation is to threaten to _____. terminate negotiations 13. To communicate effectively, a negotiator should try to send a consistent message through both an opening _____ and an opening _____. offer; stance 14.

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In short, negotiation is a common, everyday activity that most people use to influence In 1985, Roy Lewicki and Joseph Litterer published the first edition of this book. A shorter version of the text, Essentials of Negotiation, 5th edition, by.

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The first step for a negotiator completing a distributive bargaining negotiation is to obtain information about the other party's outcome values and resistance points. True False

Chapter 02 Strategy and Tactics of Distributive Bargaining

Roy J. Lewicki October 14, 2014 6 Associate Editor, Academy of Management Executive, 1992-96 Associate Editor, The Negotiation Journal, 2001-2003. Research Advisory Board, American Arbitration Association, 1999-2003. Editorial Advisory Board, Jossey-Bass Series on Conflict Resolution, Jossey- Bass Publishing Co., San Francisco, CA. 1988-94.

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