



Mind and Heart of the Negotiator, The (3rd Edition)

Leigh L. Thompson

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For undergraduate/graduate-level business courses that cover the skills of negotiation. This text provides an integrated, big-picture view of what to do and what to avoid at the bargaining table, based on the latest research findings. Combining a strong applied flavor with straightforward and lively writing, it presents a unified, and comprehensive overview of the insights, strategies, and practices inherent in successful negotiations, and addresses the most common myths and pitfalls that plague negotiators. It weaves together a wide range of disciplines in its study of negotiation, including economics, psychology, sociology, and organizational behavior.

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