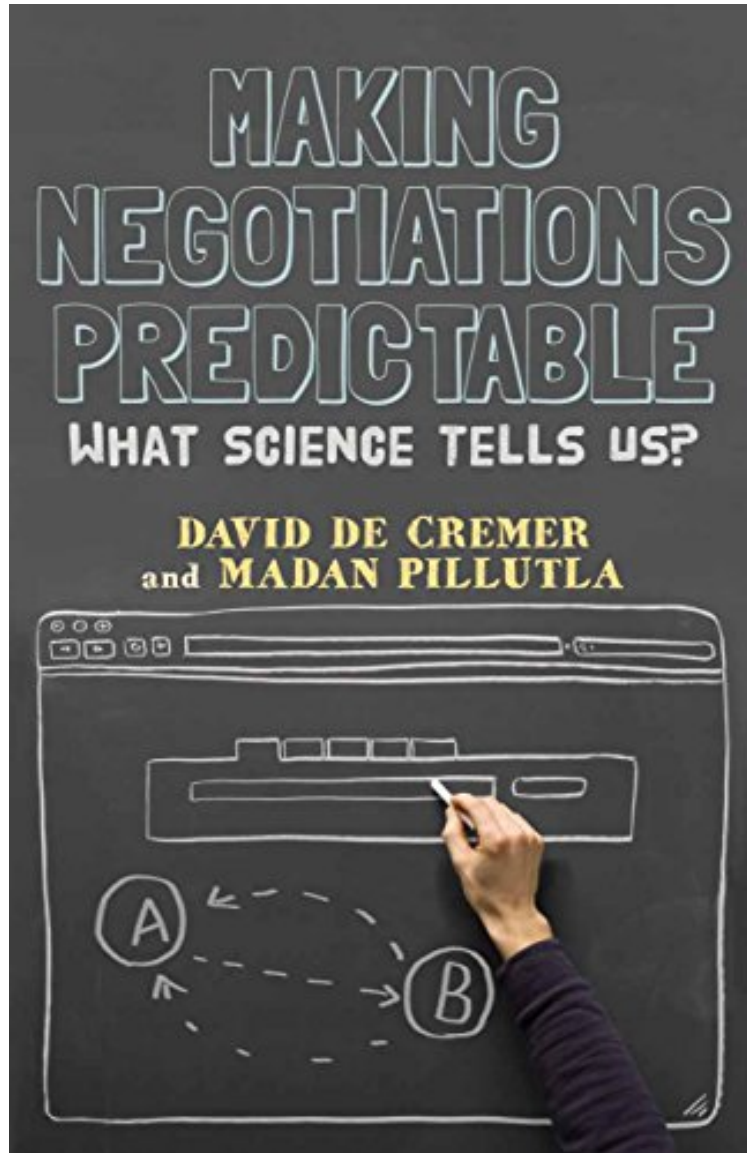


Making Negotiations Predictable: What Science Tells Us

David De Cremer, Madan Pillutla
*ePub | *DOC | audiobook | ebooks | Download PDF*



 Download

 Read Online

#1788764 in eBooks 2012-12-11 2012-12-11 File Name: B00AYD3XMA | File size: 48.Mb

David De Cremer, Madan Pillutla : Making Negotiations Predictable: What Science Tells Us before purchasing it in order to gauge whether or not it would be worth my time, and all praised Making Negotiations Predictable: What Science Tells Us:

0 of 0 people found the following review helpful. Not what one might expect - check it at your local bookstore before buying. By Llewtwo. The title and the price suggest that this book is somewhere between the ordinary book on negotiations and a scholarly work on negotiations. The number of pages and the content indicates that it is closer to the typical book on negotiations rather than a more detailed study on negotiations. The book is a relatively shallow dive

into the subject of negotiations and there is little in the way of science contained in the book. I would suggest that you take a look at the book at a bookstore before you spend your money on it. There is something of a disconnect between the title/price on one hand and the content on the other. It's not a bad book but not a substantial addition to the library of someone that has other volumes on negotiations or is an experienced negotiator. If you are looking for a deeper treatment of the topic I would suggest any one of a number of textbooks on the topic for a more comprehensive and thorough treatment.

Everybody in business is involved in negotiating internally and externally. The impact of this can have consequences for revenue and profitability, so it is more important than ever to be an effective negotiator for business success. *Making Negotiations Predictable*, two global experts give crucial insights into getting it right.

About the Author DAVID DE CREMER is Professor of Management at China Europe International Business School (CEIBS), Shanghai, and visiting Professor of Organisational Behaviour at London Business School. He has held visiting appointments at other leading universities, including Harvard University and New York University, and has received many outstanding international awards for his research. MADAN PILLUTLA is the Mike Salamon term Professor of Organisational Behaviour at London Business School and he is recognized as an expert in the field of negotiation and has taught classes on this topic to various audiences, including senior leaders of multinational corporations in different countries, for over 15 years. He is the director of the Negotiation and Influencing Skills Senior Manager programme at the London Business School, where his negotiation classes are among the most sought-after courses.