

Welcome to the seventh edition of *Negotiation!*

Those familiar with the sixth edition will note that there has been no substantial change in the fundamental organization of this book—with one exception. As you are aware, we made substantial changes in the fifth edition, increasing the number of chapters in the book from 13 in the fourth edition to 20 in the fifth edition. This was accomplished by breaking many of the larger chapters, some of which often covered two or three separate major topics, into smaller chapters that focus on a narrower domain. This reorganization was done for two major reasons: First, the research literature in many of these areas continues to increase, requiring a more extensive treatment of that work; second, feedback from instructors indicated that many would use only parts of chapters (e.g., using the section on teams but not on coalitions, or using them in separate weeks of a course). A review of the organization of the chapters can be found at the end of Chapter 1. Here in the seventh edition we make one further reorganizing move: The “exception” to this reorganization of the sixth edition was that in recognition of the increasing importance of ethics and ethical decision making, we moved the “Ethics in Negotiation” chapter, formerly Chapter 9, into the Fundamentals section at the beginning of this book. “Ethics in Negotiation” is now Chapter 5 and, in our view, presents ideas and issues that are fundamental to any negotiation course.

The authors have carefully organized *Negotiation* to coordinate with a newly revised *Negotiation: Readings, Exercises and Cases*, seventh edition. A condensed version of this text is also available as *Essentials of Negotiation*, sixth edition, which will be available in 2014.

New Features and Content Changes

While this reorganization was the most visible change from the sixth edition, faculty familiar with previous editions will also note the following other changes:

- The entire book has been revised and updated. The authors reviewed every chapter, utilizing extensive feedback from faculty who have used previous editions of the book. The content in some of the chapters has been reorganized and rewritten to present the material more coherently and effectively.
- In our continued effort to enhance the book’s readability, we have also updated many of the features and cartoons that offer lively perspectives on negotiation dynamics.
- We have further improved the graphics format and page layout of the book to make it more visually interesting and readable.
- We have included learning objectives at the beginning of each chapter and added an outline of the key sections of each chapter on the first page as well.
- The new structure of this book will be paralleled by a significant revision to our readings and classroom activities book, *Negotiation: Readings, Exercises and Cases*, seventh edition. This text and reader can be used together or separately. A shorter version of this text, *Essentials of Negotiation*, sixth edition, can also be used in conjunction with the readings book. Finally through McGraw-Hill’s CREATE service,

chapters and activities from any of these books may be combined into a custom book for your course. We encourage instructors to contact their local McGraw-Hill Education representative for an examination copy, or visit the website at www.mheducation.com or www.mcgrawhillcreate.com.

Support Materials

Instructional resources—including a test bank, chapter outlines, PowerPoint slides, and extensive resource materials on teaching negotiation skills for new instructors—are available to accompany this volume on the text-specific website, www.mhhe.com/lewickinegotiation



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