

RESEARCH ON
NEGOTIATION IN ORGANIZATIONS

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Research On Negotiation In Organizations Research On Negotiation In Organizations Vol 5

Evert Van der Vliert



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Handbook of Research on Negotiation Mara Olekalns, Wendi L. Adair, 2013-01-01 This Handbook combines a review of negotiation research with state of the art commentary on the future of negotiation theory and research Leading international scholars give insight into both the factors known to shape negotiation and the questions that we need to answer as we strive to deepen our understanding of the negotiation process This Handbook provides analyses of the negotiation process from four distinct perspectives negotiators cognition and emotion social processes and social inferences communication processes and complex negotiations covering trade peace environment and crisis negotiations Providing an introduction to key topics in negotiation written by leading researchers in the field the book will prove insightful for undergraduate students It also incorporates an excellent summary of past research as well as highlights new directions negotiation research might take which will be valuable for postgraduate students and academics wishing to expand their knowledge on the subject *The SAGE Handbook of Organization Studies* Stewart R Clegg, Cynthia Hardy, Tom Lawrence, Walter R Nord, 2006-06-21 Praise for the award winning First Edition This handbook is organized to help teachers and students to cover the mainstream work in the field of organization studies This is an excellent reference tool with which to study organizational theory and practice International Review of Administrative Sciences The editors have put together an impressive reference work serious in intent and rigorous in implementation As a publishing achievement and a scholarly event in the field SAGE is to be congratulated It is designed as a work of synthesis to link past and present general and specific Journal of General Management Praise for the New Edition An excellent collection of papers giving a timely overview of the field Gareth Morgan In this substantially updated revised and extended edition of the widely acclaimed Handbook the high standard of the contributions is maintained Close consideration is given to newly emergent such as networks and complexity as well as more established topics Metaphors of conversation and discourse are engagingly invoked to make and explore new distinctions directions and connections It is a key reference volume for more advanced students of this rapidly developing field Hugh Willmott Diageo Professor of Management Studies Judge Business School University of Cambridge Giving the authors of the Handbook of Organization Studies the opportunity to revise and update their earlier contributions makes this handbook unique Comparing the revised chapters to their originals offers the reader unparalleled insight into how knowledge develops in our discipline New frameworks and deeper understandings grounded in continuing scholarship abound in this updated classic Mary Jo Hatch C Coleman McGehee Eminent Scholars Research Professor of Banking and Commerce McIntire School of Commerce University of Virginia A decade after it first published to international acclaim the seminal Handbook of Organization Studies has been updated to capture exciting new developments in the field Providing a retrospective and prospective overview of organization studies the Handbook continues to challenge and inspire readers with its synthesis of knowledge and literature As ever contributions have been selected to reflect the diversity of the field New chapters cover areas such as organizational

change knowledge management and organizational networks Part One reflects on the relationship between theory research and practice in organization studies Part Two address a number of the most significant issues to affect organization studies such as leadership diversity and globalization Comprehensive and far reaching this important resource will set new standards for the understanding of organizational studies It will be invaluable to researchers teachers and advanced students alike

The Psychology of Negotiations in the 21st Century Workplace Barry M. Goldman, Debra L. Shapiro, 2012-05-04 The litigation explosion in the 21st century workplace means increasing costs and risks of lawsuits Negotiation appears the attractive alternative to litigation This new volume with contributions from experts in psychology management and other disciplines bridges the gap between management and negotiation research Managers students and researchers interested in the field of negotiation will find this new book in SIOP's Organizational Frontiers series of interest

Research in Organizational Change and Development William A. Pasmore, Richard W. Woodman, Abraham B. (Rami) Shani, 2010-06-14 Contains nine papers that address the challenges in organizational change report the results of change related research and advocate methodological advances in the field

Advances in Experimental Social Psychology Mark P. Zanna, 1992 This volume offers essays on advances in the field of experimental social psychology Among the topics discussed are universals in the structure and content in values and the social psychology of Stanley Milgram

Handbook of Trust Research Reinhard Bachmann, Akbar Zaheer, 2006-01-01 In recent times research on trust has become a major field in the domain of management and in the social sciences as a whole The Handbook of Trust Research presents a timely and comprehensive account of the most important work undertaken in this lively and emerging field over the past ten to fifteen years Presenting a broad range of approaches to issues on trust the Handbook features 22 articles from a variety of disciplines on the study of trust in both organizational and societal contexts With contributions from some of the most eminent names in the field of trust research this international collaboration is an imaginative and informative reference tool to aid research in this engaging area for years to come The Handbook contributes to an area of key importance to almost every aspect of business and society and in particular it will appeal to students and scholars of organization theory strategy and organizational psychology

Negotiation as a Social Process Roderick M. Kramer, David M. Messick, 1995-04-06 While most studies in negotiation and conflict management have focused on cognitive aspects few have addressed the impact of social processes and contexts on the negotiation process Addressing this need Roderick M Kramer and David M Messick have brought together original theory and research from leading scholars in this emerging field A wide range of topics is covered including the role of group identification and accountability on negotiator judgement and decision making the importance of power dependence relations on negotiation intergroup bargaining coalitional dynamics in bargaining social influence processes in negotiation cross cultural perspectives of negotiation and the impact of social relationships on n

Handbook of Advances in Trust Research Reinhard Bachmann, Akbar Zaheer, 2013-09-30 The Handbook of Advances in Trust Research represents

new and important developments in trust research The contributors are all prominent and highly respected experts in the field They provide a contemporary overview of the most crucial issues in cur

Negotiation Michael L Spangle, Myra Warren Isenhardt, 2002-09-24 Negotiation is not formulaic How we negotiate is determined largely by the context in which the negotiation process takes place Negotiation Communication for Diverse Settings provides the reader with a comprehensive overview of the negotiation process as it applies to a wide variety of contexts Skillfully weaving practitioner interviews and real world examples throughout the book Michael Spangle and Myra Warren Isenhardt emphasize the day to day relevance of negotiation skill The authors provide knowledge vital to successful negotiation in a variety of situations including interpersonal relations the workplace shopping and other consumer settings community relations and international affairs Discussions of the moral and ethical dilemmas of negotiation as well as the detail provided in various sections such as international negotiations will undoubtedly prove useful to novice and seasoned negotiators alike Features of this text Takes a communication perspective analyzing the negotiation process and how different settings and elements affect negotiation strategies and techniques Discusses the cultural context of conflict in U S society throughout Introduces basic theoretical principles and practical steps in the negotiating process Moves on a continuum from micro interpersonal to macro international levels of negotiation Addresses the interpersonal skills necessary for effective negotiation factors that cause negotiations to break down and what to do when that happens Includes Professional Profiles interviews with professional negotiators from a variety of backgrounds Brings concepts to life for students through the use of boxed negotiation examples from a variety of contexts Recommended for upper level undergraduate and graduate students taking courses in conflict management and negotiation Also useful for students in applied programs such as training and adult education courses in management development conflict management and negotiation

Trust in Organizations Roderick Moreland Kramer, Tom R. Tyler, 1996 Trust plays a central role in organizational life It facilitates exchanges among individuals enhances cooperation and coordination and contributes to more effective relationships This volume brings together a cross disciplinary group of contributors to present some of the latest most exciting conceptual perspectives in the field and to demonstrate a variety of new methodological approaches to the study of trust It includes discussions on the psychological and social antecedents of trust the effects of social and organizational structures on trust and the broad effects of trust on organizational functioning

The Handbook of Negotiation and Culture Michele J. Gelfand, Jeanne M. Brett, 2004 In the global marketplace negotiation frequently takes place across cultural boundaries yet negotiation theory has traditionally been grounded in Western culture This book which provides an in depth review of the field of negotiation theory expands current thinking to include cross cultural perspectives The contents of the book reflect the diversity of negotiation research negotiator cognition motivation emotion communication power and disputing intergroup relationships third parties justice technology and social dilemmas and provides new insight into negotiation theory questioning assumptions expanding

constructs and identifying limits not apparent from working exclusively within one culture The book is organized in three sections and pairs chapters on negotiation theory with chapters on culture The first part emphasizes psychological processes cognition motivation and emotion Part II examines the negotiation process The third part emphasizes the social context of negotiation A final chapter synthesizes the main themes of the book to illustrate how scholars and practitioners can capitalize on the synergy between culture and negotiation research

A Handbook of Work and Organizational Psychology De Charles, P J D Drenth, THIERRY HENK, 2013-05-24 Personnel Psychology or Human Resource Management examines individual differences and their consequences for the organization Attention is paid to choice processes abilities and capabilities needs and need fulfilment commitment selection methods career development appraisal and training The focus of personnel psychology is the satisfactory relationship between the employee and the organization and takes in all the elements influencing this relationship ranging from the traditional area of personnel selection to recent considerations such as conflict between client demands and government regulations restriction of output job evaluation practices and industrial unrest

Misbehaviour and Dysfunctional Attitudes in Organizations A. Sagie, S. Stashevsky, M. Koslowsky, 2003-09-12 Misbehaviour in organizations can be difficult for management to detect and correct and as a consequence the cost to organizations can be high This book presents useful theories and empirical evidence that help to describe explain predict and control both attitudinal and behavioural problems in an organizational setting The book analyzes the current research examines the causes of different types of misbehaviour and makes suggestions for remedies and managerial practices that can help to reduce its occurrence and impact

Social Psychology Eliot R. Smith, Diane M. Mackie, Heather M. Claypool, 2014-12-03 Using an engaging narrative this textbook demonstrates how social processes are inherently interconnected by uniquely applying underlying and unifying principles throughout the text With its comprehensive coverage of classic and contemporary research illustrated with real world examples from many disciplines including medicine law and education Social Psychology 4th Edition connects theory and application providing undergraduate students with a deeper and more holistic understanding of the factors that influence social behaviors New to the 4th Edition Each chapter now features 1 2 culture boxes focusing on cross cultural research on social psychological phenomena Each chapter now features 1 2 hot topic boxes where we highlight cutting edge and emerging findings Many references updated throughout with over 700 new references A more comprehensive and user friendly set of online supplementary resources will accompany the new edition New co author Heather Claypool of Miami University of Ohio

Complex Interpersonal Conflict Behaviour Evert Van der Vliert, 2013-05-24 This book is about reactions to interpersonal conflict such as avoiding negotiating and fighting It breaks away from the prevailing assumption that conflict behaviours are mutually isolated reactions having mutually isolated effects Instead reactions are viewed as components of complex conflict behaviour that influence each other s impact on the substantive and relational outcomes The simultaneous and sequential occurrence of for example problem solving and fighting

should therefore be studied together and not separately The author presents a ladder of stepwise increases in theoretical quality and designs the sequence of chapters in such a way that the theoretical value increases step by step The lower steps lead to the description of behavioural components and to a model of integrative and distributive dimensions The upper steps lead to the dimensions of dual concern for one's own and the other's goals and to complexity explanations in terms of the novel paradigm of conglomerated conflict behaviour The chapters are summarised into thirty four interrelated propositions Six empirical studies demonstrate the validity of crucial propositions at each level of the theoretical framework This monograph primarily reaches out to an academic readership However due to its clear structure its comprehensive propositions its frequent use of figures and its glossary the book will also provide an invaluable resource for any student and practitioner interested in conflict management and negotiation Interpersonal Communication Charles R.

Berger, 2014-07-28 Interpersonal communication has been studied in terms of both communication functions and specialized contexts This handbook comprehensively covers the field including research on processes of social influence the role of communication in the development maintenance and decline of close personal relationships nonverbal communication cognitive approaches communication and conflict bargaining and negotiation health communication organizational socialization and supervisor subordinate communication social networks and technologically mediated interpersonal communication Two chapters are dedicated to research methods in the field The handbook includes chapters by widely recognized and respected scholars in the field Handbook of Work and Organizational Psychology: Personnel psychology

Pieter Johan Diederik Drenth, Henk Thierry, Charles Johannes Wolff, 1998 Volume three of a four volume set This second edition has been extensively rewritten and should be of interest to both practitioners and students of organizational psychology **The Organization of Global Negotiations** Joanna Depledge, 2013-06-17 Using a theatrical metaphor this

book describes the enormous and skilful organization required by the UN to create an effective international regime producing the UN Framework Convention on Climate Change The Kyoto Protocol and the subsequent Bonn and Marrakesh Accords It identifies six key elements that determine the necessary condition for successful outcomes Provided by publisher

Long and Short Routes to Success in Electronically-mediated Negotiations Don A. Moore, 1998 **Navigating Through the Fog of Negotiation** Michel Mann, 2025-04-23 Negotiations end if are an integral part of our daily lives but they can also be challenging and complex To successfully navigate the fog of negotiation people rely on reference points comparison standards for evaluating potential and final negotiation outcomes They enable negotiators to make smart decisions and take effective action despite difficult circumstances But how do these reference points emerge What functions do they serve in negotiations And how can they be utilized to shape outcomes This book delves into the psychology of reference points in negotiations exploring how they influence decision making behavior and negotiated outcomes By uncovering their mechanisms this work provides insights for understanding predicting and refining negotiation techniques essential

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