



Negotiation, 8th edition

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Chapter-by-Chapter Changes

Chapter 4

- New feature box: Goals Can Also Trigger Destructive Behaviors
- Updated discussion of steps in assembling an agenda to include “carrots and sticks.”

Chapter 5

- New item added under Contextual Influences on Unethical Conduct: Type of Negotiation

Chapter 6

- New references to: concept of “relational accounting” under Positive Emotions: study showing displays of anger reduced concessions by the other party, while expressions of sorrow increased concessions; and exploration of how negotiators can benefit from eliciting sympathy in their counterparts.

Chapter 7

- New discussion of how using virtual channels effectively is key for negotiators

Chapter 8

- New feature box: The Network Power of Facebook

Chapter 10

- New feature box: Building Trust at the Negotiation Table
- New section on Bilateral Trust and Negotiation
- New feature box: The Soccer Ball

Chapter 11

- New feature box: The Effect of Advice on Negotiations

Chapter 13

- New feature box: Rescuing a Multiparty Agreement in Trouble

Chapter 14

- Removed section on The Activated Stereotype
- New section: Do Gender Differences Really Exist?

Chapter 15

- Removed material on Superior Negotiators

Chapter 16

- New discussion of cultural differences and low-power negotiators
- Updated discussion of inter- and intra-cultural negotiation differences.

Chapter 17

- New section on Duplicitous Negotiations

Chapter 19

- New discussion of four key conflict dimensions that disputants should consider if they engage a mediator