



# Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions

By *David S. Hames*

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## **Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions**

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This book provides students with a comprehensive understanding of the fundamental components of the negotiation process and the challenges that face negotiators. It contains, in a single volume, text material on current theory and research, readings from diverse perspectives, cases that demonstrate how negotiation has been effectively or ineffectively applied in practice, role-playing exercises that enable students to hone their skills, and questionnaires that assess personal qualities that can influence negotiation processes and outcomes.

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### **Editorial Review**

#### Review

A great overview of what it takes to excel as a negotiator. (Nicholas J. Chabra 2011-08-19)

clear, well organized coverage of negotiation process and related issues (Barry Nocks 2011-11-24)

Very insightful, engaging, theoretically, grounded, practically focused, and invaluable to applying concrete solutions to negotiation challenges (Dr. Cephas Lerewonu 2011-11-23)

#### About the Author

**David S. Hames** earned his Ph.D. in Organizational Behavior at the Kenan-Flagler School of Business, University of North Carolina at Chapel Hill. He teaches courses in Negotiation and Alternative Dispute Resolution, Human Resource Management and Labor-Management Relations. His research has been published in journals such as *Group and Organization Management*, *Human Resource Management Review*, *Leadership and Organization Development Journal*, *Employee Responsibilities & Rights Journal*, and *Labor Law Journal*. He is a member of the editorial board of the *Decision Sciences Journal of Innovative Education*. He has served as a labor arbitrator and as a mediator of employment disputes. Before becoming an academic, Dr. Hames served as the Human Resources Director at the Clinton Memorial Hospital, and as a professional recruiter in the Human Resources Department at Standard Oil of Indiana (now BP Amoco).

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