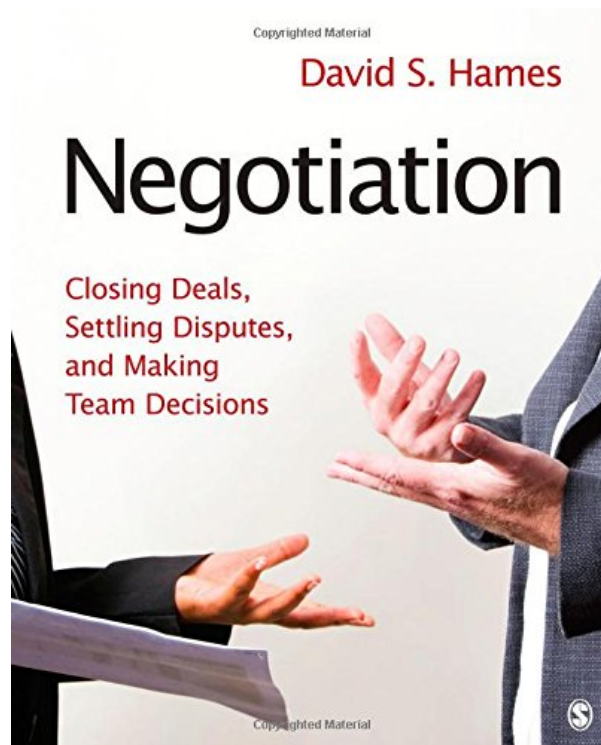


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Negotiation

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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 do 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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