

RESEARCH ON
NEGOTIATION IN ORGANIZATIONS

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Research On Negotiation In Organizations

JE Gale



Research On Negotiation In Organizations:

Research on Negotiation in Organizations, 1986 **Research on Negotiation in Organizations** Robert J. Bies, Roy J. Lewicki, Blair H. Sheppard, 1999-08-31 Contains papers which grew out of the eighth biannual Conference on Negotiation in Organizations Handbook of Negotiation Research Max H. Bazerman, Roy J. Lewicki, 1991 This fifth volume in the series discusses such topics as the effects of relationships and context among relative equals paranoia and distrust in organizations and perspective competition in a collaborative context Dysfunctional Behavior in Organizations Ricky W. Griffin, Anne O'Leary-Kelly, Judith M. Collins, 1998-08-25 These two volumes form the 23rd part in a series of monographs whose main topic of concern is that of organizational behaviour and industrial relations This part deals with dysfunctional behaviour in organizations *Negotiation, Decision Making and Conflict Management* Max H. Bazerman, 2005 Selections of articles from various sources Journal of Collective Negotiations in the Public Sector, 1997 *Negotiation in Social Conflict* Dean G. Pruitt, Peter J. Carnevale, 1993 This text presents a research based analysis of negotiation It examines the nature of negotiator strategies and tactics and their impact on the outcomes of negotiation It also looks at the psychological states the motives and perceptions that determine negotiator behaviours and the antecedents of these states Among the antecedents examined are the negotiator's role in his or her organization conflict style the other party's behaviour the way the issues are framed and various aspects of the relationship between the parties Negotiation is viewed as one of several procedures available for dealing with social conflict other examples being mediation arbitration and independent action by the disputants One of these alternative procedures mediation is discussed in depth because of its close relationship to negotiation There is also a chapter on choices among procedures which helps understand how people enter and leave negotiation 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 **The Legalistic Organization** Sim B. Sitkin, Robert J. Bies, 1994-02-04 Introduction and Theoretical Context S B Sitkin R J Bies Preface M G Yudof I Introduction and Theoretical Context 1 Law and Organizations W

R Scott 2 The Legalization of Organizations A Multi Theoretical Perspective S B Sitkin R J Bies II Legalistic Procedures 3 Cops and Auditors The Rhetoric of Records J Van Maanen B T Pentland 4 Contracting Without Contracts How the Japanese Manage Organizational Transactions M J Smitka 5 Effects of Legal Context on Decision Making Under Ambiguity M S Feldman A J Levy III Legalistic Criteria in Decision Making 6 Stigma as a Determinant of Legalization N L Roth S B Sitkin A House 7 The Threat of Legal Liability and Managerial Decision Making Regulation of Reproductive Health in the Workplace D M Randall D D Baker 8 Law Privacy and Organizations The Corporate Obsession to Know Versus the Individual Right Not to Be Known M J Culnan H J Smith R J Bies 9 The Changing Legal Environment A Review and Recommendations for Today s Corporate Directors I F Kesner J B Kaufman IV Legalistic Rhetoric 10 Communication Under Conditions of Litigation Risk A Grounded Theory of Plausible Deniability in the Iran Contra Affair L D Browning R Folger 11 The Consequences of Language A Metaphorical Look at the Legalization of Organizations R K Stutman L L Putnam 12 Reducing the Litigious Mentality by Increasing Employees Desire to Communicate Grievances D L Shapiro D M Kolb V Reflections on the Legalistic Organization 13 The Costs of Legalization The Hidden Dangers of Increasingly Formalized Control J Pfeffer 14 Litigation Mentality and Organizational Learning C Argyris

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An Introduction to the Study of International Organization
Pitman Benjamin Potter,1922 **Negotiations in Organizations** Thomas A. Kochan,1983 Negotiation Research Digest National Education Association of the United States. Research Division,1970 **Stanford Business** ,1996 *Negotiation as a Social Process* Roderick M. Kramer,David Messick,1995-04-06 This is a valuable book It is a rare combination of appreciation and criticism it is an eloquent statement of conceptual advocacy Negotiation as a Social Process attempts the difficult task of the needed reform of a successful field and it does so by example as well as precept Kramer and Messick have done their research colleagues a great service let us hope that they make the most of it Robert L Kahn Professor Emeritus The University of Michigan Negotiation as a Social Process puts the social back in negotiation theory and research where it belongs Consisting of contributions by some of today s leading negotiation researchers this volume is a direct response to the undue emphasis placed in recent years on the role of cognition in negotiation Just as one needs two hands to clap unless you are a Zen Buddhist one needs two or more sides to negotiate This excellent collection explicitly addresses the social and relational context in which negotiations invariably occur and in doing so returns the discussion to its proper place Jeff Rubin Program on Negotiation Harvard Law School In the past several years negotiation and conflict management research has emerged as one of the most active and productive areas of research in organizational behavior Although most research has

focused on the cognitive aspects of negotiation few address the impact of social processes and contexts on the negotiation process Because negotiations always occur in the context of some preexisting social relationship between the negotiating parties this neglect is unfortunate Editors Rod Kramer and Dave Messick have brought together original theory and research from many of the leading scholars in this important and emerging area of negotiation research Negotiation as a Social Process covers a wide range of topics including the role of group identification and accountability on negotiator judgment 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 on negotiation and the impact of social relationships on negotiation Scholars students and professionals in organization management and communication studies will find Negotiation as a Social Process an important and thought provoking volume

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

Negotiation Theory and the EU Andreas Dür,Gemma Mateo,Daniel C. Thomas,2013-10-31 Negotiations are central to the ethos and functioning of the European Union yet the dynamics of EU negotiations have received far too little systematic scholarly attention This volume offers a thematic and forward looking survey of cutting edge research on EU negotiation dynamics identifying findings to date and setting an empirical and methodological agenda for future research The chapters by leading international experts address a wide range of critical questions in this area including What factors influence negotiation behaviour and outcomes in the EU How can we explain variation in the choice of negotiation styles When do actors engage in arguing or bargaining What are the determinants of bargaining power What are the institutional foundations of EU negotiations And what role does the presidency play in EU negotiations The volume also discusses how the findings of the multi disciplinary field of negotiation studies can inform research on negotiation dynamics in the EU The volume will be of great interest to established scholars and advanced students of international relations European integration and governance and negotiation analysis This book was based on a special issue of Journal of European Public Policy

New Serial Titles ,1989 A union list of serials commencing publication after Dec 31 1949

The Johns Hopkins University Studies in Historical and Political Science ,1923

Untapped Potential in the Study of Negotiation and Gender Inequality in Organizations Hannah Riley Bowles,2007

Negotiation is a process that creates reinforces and reduces gender inequality in organizations yet the study of gender in negotiation has little connection to the study of gender in organizations We review the literature on gender in job negotiations from psychology and organizational behavior and propose ways in which this literature could speak more directly to gender inequality in organizations by incorporating insights from research on gender in intrahousehold and collective bargaining Taken together these literatures illuminate how negotiations at the individual household and collective levels may contribute to the construction and deconstruction of gender inequality in organizations

Gender and Communication at Work Marilyn J. Davidson,2016-04-15 Written by leading researchers from four continents this book offers a broad and contemporary assessment of the ways in which gender affects workplace communication and how this in turn influences people s choices training opportunities and career development A range of work situations are considered including communication within the normal routine in a crisis or under pressure and during those occasions important for career development and examples are sourced from a variety of contexts including international business leadership service work and computer mediated communication *Gender and Communication at Work* includes a diversity of theoretical perspectives in order to most successfully map the range of communication strategies identities and roles which impact upon and are influenced by gender at work

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