



Negotiation Excellence:Successful Deal Making

Benoliel Michael

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Negotiation Excellence: Successful Deal Making was written by leading negotiation experts from top-rated universities in the USA and in Asia and its objective is to introduce the readers to the theory and best practices of effective negotiation. The book includes chapters ranging from: preparing and planning well for successful negotiations; building relationships and establishing trust between negotiators; negotiating creatively to create mutual value and win-win; understanding and dealing with negotiators from different cultures; and to managing ethical dilemmas.

In addition to emphasizing the link between theory and practice, *Negotiation Excellence: Successful Deal Making* includes deal examples such as: Renault-Nissan alliance; mega-merger between Arcelor and Mittal Steel; Kraft Foods' acquisition of Cadbury PLC, Walt Disney Company's negotiation with the Hong Kong government; and Komatsu, a Japanese firm's negotiation with Dresser, an American firm.

Contents:

- Introduction: Adding Value through Negotiation (*Michael Benoliel*)
- Planning and Preparing for Effective Negotiation (*Meina Liu & Sabine Chai*)
- Setting (and Choosing) the Table: The Influence of the Physical Environment in Negotiation (*Graham Brown*)
- Negotiation Approaches: Claiming and Creating Value (*Jill M Purdy*)
- Creativity in Negotiations (*Joachim Hüffmeier & Guido Hertel*)
- Social Capital in Negotiation: Leveraging the Power of Relational Wealth (*Ariel C Avgar & Eun Kyung Lee*)
- Trust Building, Diagnosis, and Repair in the Context of Negotiation (*Donald L Ferrin, Dejun Tony Kong & Kurt T Dirks*)
- Power and Influence in Negotiations (*Min Li & Julie Sadler*)
- Power and Influence in Sales Negotiation (*Ababacar Mbengue, Joël Sohler & Patrice Cottet*)
- Negotiation Strategy (*Brosh M Teucher*)
- Personality and Negotiation (*Alice F Stuhlmacher & Christopher K Adair*)
- Judgment Bias and Decision Making in Negotiation (*William P Bottom, Dejun Tony Kong & Alexandra A Mislin*)
- The Role of Gender in Negotiation (*E Layne Paddock & Laura J Kray*)
- Physiology in Negotiations (*Smrithi Prasad & Jayanth Narayanan*)
- Understanding Negotiation Ethics (*Kelvin Pang & Cynthia S Wang*)
- Navigating International Negotiations: A Communications and Social Interaction Style (CSIS) Framework (*Nancy R Buchan, Wendi L Adair & Xiao-Ping Chen*)
- Building Intercultural Trust at the Negotiating Table (*Sujin Jang & Roy Chua*)
- Negotiating the Renault-Nissan Alliance: Insights from Renault's Experience (*Stephen E Weiss*)
- The Arcelor and Mittal Steel Merger Negotiations (*Gregor Halff*)
- The Emotional Underbelly of Collaboration: When Politics Collide with Need (*Daniel L Shapiro*)
- The Role of Negotiation in Building Intra-Team and Inter-Team Cooperation (*Helena Desivilya Syna*)
- The Role of Communication Media in Negotiations (*Shira Mor & Alexandra Suppes*)
- Negotiation via Email (*Noam Ebner*)

Readership: Students, researchers and entrepreneurs who are interested in the topics of Negotiation and Persuasion.

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