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get ready for a negotiation: selecting the strategy, framing the issues, defining negotiation objectives, and planning the steps one will pursue to achieve those objectives. In Chapter 5, we examine the ethical standards and criteria that surround negotiation. The effective negotiator

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His research on negotiation, influence, power, and justice has appeared in numerous scholarly journals and volumes. Professor Barry is a past-president of the International Association for Conflict Management (2002–2003), and a past chair of the Academy of Management Conflict Management Division.

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