

Communication and Negotiation

This first edition of *Communication and Negotiation*, edited by Linda L. Putnam and Michael E. Roloff, provides a much needed discussion of the links between communication and negotiation. In fact, this text would be an excellent resource guide for psychologists, social psychologists, psychotherapists, and marriage counselors, as well as all other parties interested in managing conflict through negotiation. --Contemporary Psychology "References to contributors, for whom applied issues in industrial relations have been to the fore--are fairly frequent. This is testimony to the sheer thoroughness of the organization of the book, and to the conscientious approach of the authors commissioned to write the relevant separate chapters. This book is a useful pointer to the knowledge we have to hand." --The Occupational Psychologist "This publication is a profound review of the state of the art of that speciality of communication research which deals with human negotiation or bargaining activities. [The book] provides an interesting and well-structured entry to the understanding of the variety of factors involved in the communication processes that constitute a two-party negotiation. To LIS researchers, in particular in the fields of information management and information (seeking) behavior, this publication may offer important insights and methodologies as well as novel ideas with respect to investigating particular phenomena occurring prior to, during, or preceding the use of information (retrieval) systems. *Communication and Negotiation* is a useful companion to researchers who wish to dig deeper into empirical and theoretical investigations of the aspects of the negotiation processes. *Communication and Negotiation* brings forth many ideas relevant to LIS research, and within its firm communication approach the publication serves well as a profound review of research in a historical context of the negotiation and bargaining phenomena." --The Library Quarterly "Communication and Negotiation is volume 20 in Sage's Annual Reviews of Communication Research series, and offers the professional presentation and excellent quality one would expect from a work that is part of such a long tradition. This volume offers quite a valuable summary of the state of the art in communication theory as it applies to negotiation. Researchers in other primary disciplines need to be aware of this work as it overlaps heavily with other disciplinary viewpoints." --The Alternative Newsletter In recent years, a number of universities have established formal centers for studying conflict and dispute resolution. Scholars, too, have created new journals to focus exclusively on the study of conflict processes. *Communication and Negotiation* provides a synthesis of the research in this area by consolidating alternative perspectives on communication and negotiation, reviewing the work of noted communication scholars, and suggesting directions for future research. Contributors explore three major aspects of negotiation communication: a) strategies, tactics, and negotiation processes; b) interpretive processes and language analysis; and c) negotiation situation and context. In addition, these studies examine bargaining planning, frames and reframing, and relational communication with opponents, constituents, and audiences. A showcase for communication scholars as well as an extremely useful reference book for negotiation theorists, *Communication and Negotiation* is one of those rare books with wide interdisciplinary appeal. Scholars and students in political science, psychology, economics, management and organizational behavior, sociology, law, and industrial relations as well as the communications fields will especially profit from this remarkable new collection.

Consolidating alternative perspectives on communication and negotiation, this volume reviews the work of noted communication scholars and suggests directions for future research. Contributors explore three major aspects of negotiation communication: strategies, tactics and negotiation processes; interpretive processes and language analysis; and negotiation situation and context. This research also explores bargaining planning, framing and reframing, as well as relational communication with opponents, constituents and audiences.

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