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Lewicki, Barry, Saunders, and Minton's: "Essentials of Negotiations, 3e" isa short paperback derivative from the main text, Negotiation. It explores themajor concepts and theories of the psychology of bargaining and negotiation,and the dynamics of interpersonal and inter-group conflict and its resolution.Nine of the 13 chapters from the main text have been shortened by about 1/3 forthis volume. The other four chapters of the main text have also been shortenedand are downloadable from the book website.