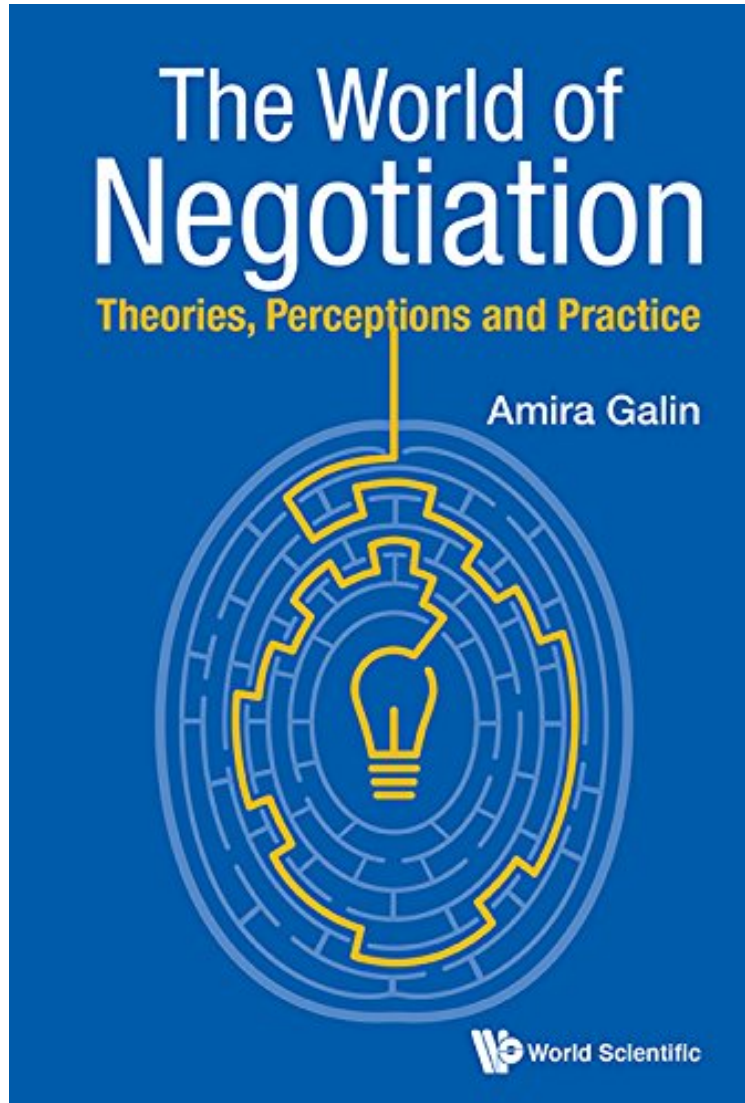


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The World of Negotiation:Theories, Perceptions and Practice

Amira Galin

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Amira Galin : The World of Negotiation:Theories, Perceptions and Practice before purchasing it in order to gage whether or not it would be worth my time, and all praised The World of Negotiation:Theories, Perceptions and Practice:

0 of 0 people found the following review helpful. I highly recommend Galin's latest book 'The World of Negotiation' as a ...By Rachel Having taught negotiation for many years, I found Amira Galin's new book, 'The World of Negotiation,' to live up to my high expectations. Galin manages to explain the most important topics and difficult areas related to the realm of negotiation with remarkable clarity. The book provides comprehensive descriptions of the various stages and potential issues of negotiation. The reader is led systematically

through the different paths and conceptions of negotiation; from alternatives to resolving conflict, and through main negotiation theories, such as the traditional, rational and even hybrid theories. The book covers multiple areas, such as preparation for negotiation, interests and objectives of the parties, and the diverse power sources at hand. Current issues, such as the impact of globalization and different cultures are covered, along with central classical points, such as ethical behavior, trust, suspicion and distrust, while in the final chapters of the book, the topic of third party intervention is addressed. Especially intriguing is the chapter devoted to one of today's most acute and controversial issues: negotiating a hostage crisis with a terrorist group. I found the book to be innovative as it provides diverse perceptions of accepted conceptions. There are two examples that deserve special attention. The first concept is a different than the traditional approach to perceiving biases and the introduction of the perception of 'subjective rationality'. The second is the concept of 'intention points' that Professor Galin has added to the existing theory of the bargaining zone, which primarily includes target and resistance points. Impeccably researched and very readable, the book manages to clearly explain complicated theories in negotiation. An enhancement to the composition of the book are the closing parts, which provide practical application notes to each chapter. While suited to any persons interested in the area of negotiation, with its 14 chapters mindfully in line with the academic semester structure, it is especially suited to all kinds of students of the topic, including Masters' and executive students. I highly recommend Galin's latest book 'The World of Negotiation' as a textbook for both graduate and undergraduate students, as well as executives, and also as critical reading material for practitioners looking for a deeper insight into the fascinating world of negotiation.

Moshe Banai, PhD Professor of Management Baruch College, CUNY, NY, USA
Editor in Chief - International Studies of Management and Organization

0 of 0 people found the following review helpful. Thorough, timely, helpful and entertaining!
By Ephraim Borow

I thoroughly enjoyed Professor Amira Galin's latest book, *The World of Negotiation*, and wish that it was available years ago! The book dissects all aspects of negotiation, starting by questioning if negotiation is always the right strategy, identifying common negotiation theories, breaking down all aspects of the negotiation process (e.g. preparation, strategy and tactics), and handling external issues such as cultural impacts and varying ethical norms. The book's organization is especially helpful: identifying relevant theories, discussing their applicability by making use of the author's vast experience and insight, and concluding with a "Practical Applications" section which ensures the readers' understanding and applicability of the material. The book discusses and is applicable to a wide range of negotiation scenarios, from one-on-one negotiation sessions to formal sessions between corporate, local government, and country or world bloc entities. I especially enjoyed the chapter on hostage negotiation, which was particularly riveting. Insights regarding cultural differences could have assisted me greatly earlier in my career, and are highly recommended for international corporate managers. The section on ethical/unethical behavior is also extremely important for negotiators at all levels. Thank you Professor Galin for your thorough, timely, helpful and entertaining book!

The book will take its readers on a short tour of the world of negotiation, and provide them with a systematic understanding of a wide array of negotiation topics. The book includes the most essential points of importance and interest related to negotiation, such as theories and conceptions, basic negotiation processes and situations (including negotiating a hostage crisis), the impact of culture, negotiation values, and the uses of third-party intervention in negotiation. Each chapter concludes with a Practical Application section, giving readers an opportunity to implement the insights and make better decisions in future negotiation situations. Request Inspection Copy

From the Inside Flap The book deals with key theories and research findings on the practice of negotiations, synthesizing them into a more comprehensive and integrated approach. The book's approach to negotiation as a subject of scholarly research is interdisciplinary, discussing theories and research findings from a variety of disciplines, such as: Decision Making, Economics, and Game Theory, as well as Psychology, and Sociology. Each chapter will also include a section devoted to practical implications. As such, the book will give readers a systematic understanding of a wide array of negotiation dynamics and processes.

About the Author Professor Amira Galin received her MSc and DSc in Management Science from the Technion Israel Institute of Technology. Her doctoral thesis on Collective Bargaining resulted in her first research prize. This was followed by many research papers and books, both in Hebrew and in English, among them *The Dynamic of Negotiating - From Theory to Practice* (in Hebrew), which again won her a distinguished prize, and *Negotiation - The Hidden Dimension* (also in Hebrew). As a scholar, she has been invited to several universities in Australia, the US, and Canada, where she has continued her research and learned much about negotiation in various cultures. For many years, Galin served as a lay judge in the Israel National Labor Court, where she gained experience in legal negotiations. She is involved in teaching, conducting research, mediation and consulting in the field of negotiation.