



Negotiation: Communication for Diverse Settings

Michael L. Spangle, Myra Warren Isenhardt

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Negotiation is not formulaic. How we negotiate is determined largely by the context in which the negotiation process takes place. **Negotiation: Communication for Diverse Settings** provides the reader with a comprehensive overview of the negotiation process as it applies to a wide variety of contexts. Skillfully weaving practitioner interviews and real world examples throughout the book, Michael Spangle and Myra Warren Isenhart emphasize the day-to-day relevance of negotiation skill. The authors provide knowledge vital to successful negotiation in a variety of situations, including interpersonal relations, the workplace, shopping and other consumer settings, community relations, and international affairs. Discussions of the moral and ethical dilemmas of negotiation-as well as the detail provided in various sections, such as international negotiations will undoubtedly prove useful to novice and seasoned negotiators alike.

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