



Negotiation as a Social Process

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While most studies in negotiation and conflict management have focused on cognitive aspects, few have addressed the impact of social processes and contexts on the negotiation process. Addressing this need, Roderick M Kramer and David M Messick have brought together original theory and research from leading scholars in this emerging field.

A wide range of topics is covered including: the role of group identification and accountability on negotiator judgement and decision making; the importance of power-dependence relations on negotiation; intergroup bargaining; coalitional dynamics in bargaining; social influence processes in negotiation; cross-cultural perspectives of negotiation; and the impact of social relationships on n

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