

Essential Negotiations Lewicki

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Professor Lewicki has served as the president of the International Association of Conflict Management. He received the first David Bradford Outstanding Educator award from the Organizational Behavior Teaching Society for his contributions to the field of teaching in negotiation and dispute resolution.

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Lewicki and Hiam's Negotiation Matrix is a useful tool for choosing the best negotiating approach. It characterizes the five key styles as "accommodating," "competing," "avoiding," "collaborating," and "compromising," and clearly outlines the pros and cons of each one.

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Lewicki and Hiam Negotiation Matrix

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