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Two efforts that help a negotiation create trust and beliefs: Outcome perception. Process perception. The pattern of give-and-take is also essential to joint problem solving in most interdependent relationships. Satisfaction with negotiation is as much determined by the process through which an agreement is reached as with the actual outcome obtained.

Chapter 1

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Canadian Collective Bargaining Law: Principles and Practice. 3rd ed. by Wesley B. Rayner, Mike Rayner, James G. Knight, Brian MacDonald Publication Date: 2017 Essentials of Negotiation. 3rd Canadian edition. by Roy J. Lewicki, David M. Saunders, Bruce Barry and Kevin Tasa

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Lewicki, Essentials of Negotiation provides a short and concise yet comprehensive overview of the field of negotiation. It succinctly provides instructors and students with the core concepts of negotiation.

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