



# Handbook of Research on Negotiation (Elgar Original Reference)

*Mara Olekalns, Wendi L. Adair*

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This *Handbook* combines a review of negotiation research with state-of-the-art commentary on the future of negotiation theory and research.

Leading international scholars give insight into both the factors known to shape negotiation and the questions that we need to answer as we strive to deepen our understanding of the negotiation process. This *Handbook* provides analyses of the negotiation process from four distinct perspectives: negotiators' cognition and emotion, social processes and social inferences, communication processes, and complex negotiations, covering trade, peace, environment, and crisis negotiations.

Providing an introduction to key topics in negotiation, written by leading researchers in the field, the book will prove insightful for undergraduate students. It also incorporates an excellent summary of past research as well as highlights new directions negotiation research might take which will be valuable for postgraduate students and academics wishing to expand their knowledge on the subject.

**Contributors:** W.L. Adair, S. Aslani, L.Y. Belkin, J.M. Brett, W. Cai, L. Crump, K.A. Diekmann, D. Druckman, H.A. Elfenbein, R. Friedman, E. Giebels, B. Gray, K. Höglund, Y.K. Kim, L. Koning, R.J. Lewicki, E. Linnabery, L.A. Liu, J. Loewenstein, E.A. Mannix, M.A. Neale, M. Olekalns, J.R. Overbeck, B. Polin, J. Ramirez-Marin, Z. Semnani-Azad, M. Sinaceur, A.T. Soderberg, H. Sondak, A.F. Stuhlmacher, P.J. Taylor, A.E. Tenbrunsel, C. Tinsley, E. van Dijk, G.A. Van Kleef, S. Wells, J. Wondolleck

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