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Lewicki, Barry, Saunders, and Minton's: "Essentials of Negotiations, 3e" is a short paperback derivative from the main text, Negotiation. It explores the major concepts and theories of the psychology of bargaining and negotiation, and the dynamics of interpersonal and inter-group conflict and its resolution. Nine of the 13 chapters from the main text have been shortened by about 1/3 for this volume. The other four chapters of the main text have also been shortened and are downloadable from the book website.