



The Mind and Heart of the Negotiator (5th Edition)

By Leigh Thompson

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Delve into the mind and heart of the negotiator in order to enhance negotiation skills.

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This edition contains new examples and chapter-opening sections, as well as more than a hundred new scientific articles on negotiations.

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Editorial Review

About the Author

"Leigh L. Thompson" is the J. Jay Gerber Distinguished Professor of Dispute Resolution and Organizations in the Kellogg School of Management at Northwestern University. She is also the director of the AT&T Behavioral Research Laboratory at Kellogg and the Leading High Impact Teams Executive Program at Kellogg. An active consultant, Thompson has taught teamwork skills to a wide variety of executives and managers all over the world. An internationally recognized scholar, Thompson has published four books and over 65 articles in leading management journals and books. Thompson has received numerous awards and honors for her research, including the National Science Foundation Presidential Young Investigator Award, a fellowship at the Center for Advanced Study in the Behavioral Sciences at Stanford, California, and a grant from the Citigroup Behavioral Sciences Research Council of Citibank. For more information about Leigh Thompson's teaching and research, please visit: www.LeighThompson.com.

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