



Rethinking Negotiation Teaching: Innovations For Context And Culture

Christopher Honeyman, James Coben, Giuseppe De Palo

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In May 2008, more than 50 of the world's leading negotiation scholars and trainers gathered in Rome, Italy to embark on a multi-year effort to develop "second generation" global negotiation education. The participants' post-conference writings - the 22 chapters contained in RETHINKING NEGOTIATION TEACHING - critically examine what is currently taught in executive style negotiation courses and how we teach it, with special emphasis on how best to "translate" teaching methodology to succeed with diverse, global audiences. Collectively, the chapters provide a blueprint for designing courses to take account of the most recent discoveries in the growing, multi-disciplinary science of negotiation and confronting the challenges of teaching negotiation in cross-cultural settings.

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