

RESEARCH ON MANAGING GROUPS AND TEAMS  
VOLUME 14

# NEGOTIATION AND GROUPS

EDITED BY

**ELIZABETH A. MANNIX**

*Cornell University, NY, USA*

**MARGARET A. NEALE**

*Stanford University, CA, USA*

**JENNIFER R. OVERBECK**

*University of Southern California, CA, USA*



United Kingdom – North America – Japan  
India – Malaysia – China