

NEGOTIATION

A listing of materials available at the Justice Institute Library

GENERAL BOOKS

25 Role Plays for Negotiation Skills by Ira Asherman and Sandy Asherman. Amherst, MA: Human Resource Development Press. (HD 58.6 A84 1995)

American Bar Association Satellite Seminar on Negotiation — Can You Trust Your Instincts?
Chicago, IL: American Bar Association. (KF 9084 A75 A57 1985)

The Art of Negotiation: How to Improvise Agreement in a Chaotic World by Michael Wheeler. New York, NY: Simon & Schuster. (HD 58.6 W49 2013)

Assessing Our Students: Assessing Ourselves edited by Noam Ebner, James Coben, and Christopher Honeyman. Saint Paul, MN: DRI Press. (BF 637 N4 A846 2012)
http://law.hamline.edu/second_generation_rethinking_negotiation_teaching.html

Bargaining with the Devil: When to Negotiate, When to Fight by Robert Mnookin. New York, NY: Simon & Schuster. (BF 637 N4 M58 2010)

Becoming a Skilled Negotiator by Kathleen Reardon. New York, NY: John Wiley.
(HD 58.6 R433 2005)

Beyond the Walls of Conflict: Mutual Gains Negotiating for Unions and Management by David S. Weiss. Chicago, IL: Irwin Professional Publishing. (HD 6971.5 W45 1996)

Beyond Reason: Using Emotions as You Negotiate by Roger Fisher and Daniel Shapiro. New York, NY: Penguin Books. (BF 637 N4 F574 2006)

Beyond Winning: Negotiating to Create Value in Deals and Disputes by Robert H. Mnookin, Scott R. Peppet, and Andrew S. Tulumello. Cambridge, MA: Belknap Press of Harvard University Press. (K 120 M66 2000)

Breakthrough Business Negotiation: A Toolbox for Managers by Michael Watkins. San Francisco, CA: Jossey-Bass. (HD 58.6 W37 2002)

Bypass Court: A Dispute Resolution Handbook by Genevieve A. Chornenki and Christine E. Hart. Markham, ON: LexisNexis. (HM 1126 C563 2015)

Conflict, Power, and Persuasion: Negotiating Effectively by Ben Hoffman. North York, ON: Captus Press. (BF 637 N4 H64 1993)

Curriculum for Negotiation and Conflict Management: Instructor's Manual by Elaine M. Landry, Deborah M. Kolb, and Jeffrey Z. Rubin. Cambridge, MA: Program on Negotiation at Harvard Law School. (BF 627 N4 L254 1991)

Deal Makers: Negotiating More Effectively Using Timeless Values by William H. McClendon. Springville, UT: Bonneville Books. (BF 637 N4 M385 2011)

Educating Negotiators for a Connected World edited by Christopher Honeyman, James Coben, and Andrew Wei-Min Lee. Saint Paul, MN: DRI Press. (BF 637 N4 E383 2013)
<http://law.hamline.edu/dri/connectedworld/>

Effective Negotiation by Indigenous Peoples: An Action Guide with Special Reference to North America by Russel Lawrence Barsh and Krisam Bastien. Geneva, CH: ILO. (JV 305 B277 1997)

Eight Negotiation Simulations. Cambridge, MA: Program on Negotiation Clearinghouse. (BF 637 N4 E335 1988)

Everyday Negotiation: Navigating the Hidden Agendas in Bargaining by Deborah M. Kolb and Judith Williams. San Francisco, CA: Jossey-Bass. (BF 637 N4 K655 2003)

Getting Past No: Negotiating Your Way from Confrontation to Cooperation by William Ury. New York, NY: Bantam Books. (BF 637 N4 U78 1993)

Getting Ready to Negotiate: The Getting to Yes Workbook by Roger Fisher and Danny Ertel. New York, NY: Penguin Books. (BF 637 N4 F56 1995)

Getting to Yes: Negotiating Agreement Without Giving in by Roger Fisher and William Ury. New York, NY: Penguin. (BF 637 N4 F57 2011)

Getting to Yes with Yourself: And Other Worthy Opponents by William Ury. New York, NY: HarperOne. (BF 637 N4 U793 2015)

Getting Together: Building Relationships As We Negotiate by Roger Fisher and Scott Brown. New York, NY: Penguin Books. (BF 637 N4 F58 1989)

Give and Take: The Complete Guide to Negotiating Strategies and Tactics by Chester L. Karrass. New York, NY: HarperBusiness Publishers. (BF 637 N4 K27 1995)

Good for You, Great for Me: Finding the Trading Zone and Winning at Win-Win Negotiation by Lawrence Susskind. New York, NY: PublicAffairs. (HD 58.6 S87 2014)

HBR Guide to Negotiating by Jeff Weiss. Boston, MA: Harvard Business Review Press. (HD 58.6 W45 2016)

Her Place at the Table: A Consideration of Gender Issues in Negotiation by Deborah M. Kolb and Gloria G. Coolidge. Cambridge, MA: Program on Negotiation at Harvard Law School. (BF 637 N4 K643 1988)

Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success by Deborah M. Kolb, Judith Williams, and Carol Frohlinger. San Francisco, CA: Jossey-Bass. (HD 6054.3 K65 2010)

How to Master Negotiation edited by Leah Oppenheimer. Haywards Heath, ENG: Bloomsbury Professional. (BF 637 N4 H69 2015)

I Win, You Win: The Essential Guide to Principled Negotiation by Carl Lyons. London, ENG: A & C Black. (HD 58.6 L96 2007)

Interpersonal Peacemaking: Confrontations and Third-Party Consultation by Richard E. Walton. Reading, MA: Addison-Wesley. (HF 5548.8 W26 1969)

Lectures on Negotiation Analysis by Howard Raiffa. Cambridge, MA: PON Books. (HD 58.6 R34 1997)

The Little Book of Strategic Negotiation: Negotiating During Turbulent Times by Jayne Seminare Docherty. Intercourse, PA: Good Books. (BF 637 N4 D623 2005)

The Manager As Negotiator: Bargaining for Cooperation and Competitive Gain by David A. Lax and James K. Sebenius. New York, NY: Free Press. (HD 58.6 L39 1986)

Manager's Negotiating Answer Book by George Fuller. Englewood Cliffs, NJ: Prentice-Hall. (HD 58.6 F849 1995)

The Mind and Heart of the Negotiator by Lee Thompson. Harlow, ENG: Pearson. (HD 58.6 T478 2014)

Negotiated Approaches to Environmental Decision Making in Communities: An Exploration of Lessons Learned by Jarle Crocker. Washington, DC: Program for Community Problem Solving. (HC 110 E5 N433 1996)

Negotiating and Influencing Skills: The Art of Creating and Claiming Value by Brad McRae. Thousand Oaks, CA: Sage Publications. (BF 637 N4 M39 1998)

Negotiation and Persuasion: The Science and Art of Winning Cooperative Partners by Marco Behrmann. Toronto, ON: Hogrefe Publishing. (BF 637 N4 B44 2015)

Negotiating at an Uneven Table: Developing Moral Courage in Resolving Our Conflicts by Phyllis Beck Kritek. San Francisco, CA: Jossey-Bass. (BF 637 N4 K74 2002)

Negotiating at Work: Turn Small Wins into Big Gains by Deborah M. Kolb. San Francisco, CA: Jossey-Bass. (HD 58.6 K664 2015)

Negotiating Environmental Agreements: How to Avoid Escalating Confrontation, Needless Costs, and Unnecessary Litigation by Lawrence Susskind, Paul F. Levy, and Jennifer Thomas-Larmer. Washington, DC: Island Press (KF 3775 S87 2000)

Negotiating Essentials: Theory, Skills, and Practices by Michael R. Carrell and Christina Heavrin. Upper Saddle River, NJ: Pearson/Prentice Hall. (BF 637 N4 C363 2008)

Negotiating on Behalf of Others: Advice to Lawyers, Business Executives, Sports Agents, Diplomats, Politicians, and Everybody Else edited by Robert H. Mnookin and Lawrence E. Susskind. Thousand Oaks, CA: Sage Publications. (HD 58.6 N4334 1999)

Negotiating Rationally by Max H. Bazerman and Margaret A. Neale. Toronto, ON: Maxwell Macmillan International. (BF 637 N4 B39 1992)

Negotiating Skills for Managers by Steven P. Cohen. New York, NY: McGraw-Hill. (HD 58.6 C63 2002)

Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (Without Money or Muscle) by Deepak Malhotra. Oakland, CA: BK/Berrett-Koehler Publishers. (HD 58.6 M356 2016)

Negotiating the Nonnegotiable: How to Resolve Your Most Emotionally Charged Conflicts by Daniel Shapiro. New York, NY: Viking. (BF 637 N4 S437 2016)

Negotiating with Giants: Get What You Want against the Odds by Peter D. Johnston. Victoria, BC: Negotiation Press. (BF 637 N4 J646 2008)

Negotiating Yukon First Nation Self-Government by David N. Roddick. Ottawa, ON: Carleton University. (E 78 Y8 R633 1995)

Negotiation Analysis: The Science and Art of Collaborative Decision Making by Howard Raiffa. Cambridge, MA: Belknap. (HD 58.6 R342 2007)

The Negotiation Handbook by Patrick J. Cleary. Armonk, NY: M.E. Sharpe. (HD 58.6 C57 2001)

Negotiation: Level I. New Westminster, BC: Justice Institute of British Columbia, Centre for Conflict Resolution Training. (BF 637 N4 N44 2005) (Shelved in Course manuals. For Library use only.)

Negotiation: Level II. New Westminster, BC: Justice Institute of British Columbia, Centre for Conflict Resolution Training. (BF 637 N4 N45 2005) (Shelved in Course manuals. For Library use only.)

Negotiation: Readings, Exercises, and Cases by Roy J. Lewicki, Bruce Barry, and David M. Saunders. New York, NY: McGraw-Hill. (HD 58.6 N45 2015)

Negotiation: Redefining Success by Joseph Stanford. Ottawa, ON: Canadian Centre for Management Development. (HD 58.5 S725 1994)

The Negotiation Sourcebook edited by Ira Asherman and Sandy Asherman. Amherst, MA: Human Resource Development Press. (HD 58.6 N46 2001)

Negotiation: Strategies for Mutual Gain: The Basic Seminar of the Harvard Program on Negotiation by Lavinia Hall. Newbury Park, CA: Sage. (BF 637 N4 N44 1993)

Negotiation: The Art of Mutual Gains Bargaining by David J. Corry and Courtenay M. Mercier.
Aurora, ON: Canada Law Book. (HD 6971.5 C674 2010)

Negotiation Theory and Practice edited by J. William Breslin and Jeffrey Z. Rubin. Cambridge, MA:
Program on Negotiation at Harvard Law School. (HD 58.6 N465 1993)

Never Split the Difference: Negotiating as If Your Life Depended on It by Chris Voss and Tahl Raz.

The Power of a Positive No: How to Say No and Still Get to Yes by William Ury. New York, NY:
Bantam Books. (BF 637 N4 U795 2007)

Practical Negotiating: Tools, Tactics, & Techniques by Tom Gosselin. Hoboken, NJ: John Wiley &
Sons. (HD 58.6 G665 2007)

The Practice of Negotiation: Solving Disagreement through Skilled Discussion by Gordon Sloan
and Jamie Chicanot. Victoria, BC: ADR Education. (HM 1126 C45 2009)

Preventive Negotiation: Avoiding Conflict Escalation edited by I. William Zartman. Lanham, MD:
Rowman & Littlefield Publishers. (JZ 1305 P74 2001)

Regulatory Negotiation: Issues and Applications by Lee Axon and Bob Hann. Ottawa, ON:
Department of Justice Canada. (KE 5019 A965 1994)

Renegotiating Health Care: Resolving Conflict to Build Collaboration by Leonard J. Marcus, Barry
C. Dorn, and Eric J. McNulty. San Francisco, CA: Jossey-Bass. (RA 394.9 M365 2011)

Resolve: Negotiating Life's Conflicts with Greater Confidence by Hal Movius. Vancouver, BC:
Lifetree Media Ltd. (BF 637 N4 M68 2017)

Rethinking Negotiation Teaching: Innovations for Context and Culture edited by Christopher
Honeyman, James Coben, and Giuseppe De Palo. Saint Paul, MN: DRI Press.
(BF 637 N4 R48 2009)

Shaping the Game: The New Leader's Guide to Effective Negotiating by Michael D. Watkins.
Boston, MA: Harvard Business School Press. (HD 30.3 W38 2006)

The Skilled Negotiator: Mastering the Language of Engagement by Kathleen Kelley Reardon. San
Francisco, CA: Jossey-Bass. (HD 58.6 R435 2004)

Smart Choices: A Practical Guide to Making Better Decisions by John S. Hammond, Ralph L.
Keeney, and Howard Raiffa. Boston, MA: Harvard Business School Press.
(BF 448 H35 1999)

**The Tao of Negotiation: How You Can Prevent, Resolve, and Transcend Conflict in Work and
Everyday Life** by Joel Edelman and Mary Beth Crain. New York, NY: Harper Business.
(BF 637 N4 E29 1993)

Teaching Negotiation: Ideas and Innovations edited by Michael Wheeler. Cambridge, MA: Program
on Negotiation at Harvard Law School. (BF 637 N4 T425 2000)

The Theory and Practice of Representative Negotiation by Colleen Hanycz, Frederick Zemans, and Trevor Farrow. Toronto, ON: Emond Montgomery. (HD 58.6 H268 2008)

Think Before You Speak: The Complete Guide to Strategic Negotiation by Roy J. Lewicki, Alexander Hiam, and Karen Wise Olander. New York, NY: J. Wiley. (HD 58.6 L494 1996)

The Transformative Negotiator: Changing the Way We Come to Agreement from the Inside Out by Michele Huff. Scottsdale, AZ: Unhooked Books. (BF 637 N4 H84 2015)

Understanding Negotiation by Melissa L. Nelken. Cincinnati, OH: Anderson Publ. (KF 9084 Z9 N454 2001)

Venturing Beyond the Classroom edited by Christopher Honeyman, James Coben, and Giuseppe De Palo. Saint Paul, MN: DRI Press. (BF 637 N4 V46 2010)

What's Fair: Ethics for Negotiators edited by Carrie-Menkel Meadow and Michael Wheeler. San Francisco, CA: Jossey-Bass. (KF 9064 Z9 W493 2004)

Win or Go Home: A Guide to Negotiation Success in Competition and in Life by Cristina C. Knolton and H. Nyree Gray. Durham, NC: Carolina Academic Press. (HD 58.6 K66 2017)

The World of Negotiation: Theories, Perceptions and Practice by Amira Galin. New Jersey, NJ: World Scientific. (HD 58.6 G355 2016)

You Can Negotiate Anything by Herb Cohen. Toronto, ON: Bantam. (BF 637 N4 C55 1982)

GENERAL DVDs

- D023 **Beyond Collision: High Integrity Labour Relations** (DVD, 43 minutes)
Four stories where unions and management have moved beyond the collisions that bedevil so many union-management relationships. Together, the four stories reveal the values and practices of "high integrity" labour relations. (Modern Times Productions) (HD 6971 B493 2005)
- D493 **The "Purple" House Conversations** (DVD, 146 minutes)
This program features two on-going conversations. One is the conversation among the parties during the simulated mediation session; the other takes place between the mediator, Robert A. Baruch Bush, and Sally Ganong Pope as they discuss the case and its demonstration of transformative mediation in action. (Institute for the Study of Conflict Transformation) (HM 1126 P87 2003)
- D1113 **The Roofing Negotiation** (DVD, 47 minutes)
An example of an interest-based negotiation involving a homeowner and a contractor. JI assessor, Deborah White, and JI assessment roleplayer, Keith Barker, demonstrate the stages and skills of negotiation using a roleplay formerly used for assessments. The tape also includes Deborah discussing her preparation for the negotiation. The tape is intended as a teaching video for classroom use and should also be helpful to people preparing for their conflict resolution/negotiation assessment. (J.I.B.C. Centre for Conflict Resolution) (BF 637 N4 R655 2001)

GENERAL AUDIO CDs

Getting Past No: Negotiating with Difficult People by William Ury. New York, NY: Random House Audio. (BF 637 N4 U78 1991)

William Ury shows you how to overcome serious obstacles to negotiation ... and success. He offers his unique five-step system to dismantle stone walls, disarm tough bargainers, deflect attacks, and dodge dirty tricks. The program offers specific techniques and proven strategies designed to identify the problem, develop practical proposals, and invent creative options that satisfy both sides' needs.

Getting to Yes by Roger Fisher, William Ury, and Bruce Patton. New York, NY: Simon & Schuster Sound Ideas. (BF 637 N4 F57 2003)

Offers a practical, ethical way of resolving conflict by teaching people how to prepare and conduct a negotiation using principles developed by the Harvard Negotiation Project.

The Power of a Positive No: How to Say No and Still Get to Yes by William Ury. New York, NY: Random House Audio. (BF 637 U795 2007A)

No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No. But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That's why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn. This program offers concrete advice and practical examples for saying No in virtually any situation. A Positive No has the power to profoundly transform our lives by enabling us to say Yes to what counts -- our own needs, values, and priorities. Understood this way, No is the new Yes. And the Positive No may be the most valuable life skill you'll ever learn!

NEGOTIATION AND CULTURE

Culture and Negotiation by David C. Bangert and Kahkashan Pirzada. Manoa, HI: University of Hawaii at Manoa. (HM 299 B254 1991)

The Handbook of Negotiation and Culture edited by Michele J. Gelfand and Jeanne M. Brett. Stanford, CA: Stanford Business Books. (BF 637 N4 H365 2004)

Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries by Jeanne M. Brett. San Francisco, CA: Jossey-Bass. (HD 58.6 B74 2014)

JOURNALS

Negotiation and Conflict Management Research (International Association for Conflict Management) (Current issues available online only)

Negotiation Journal (Plenum Press, New York)

Other related bibliographies:

- Conflict Resolution
- Mediation
- Restorative Justice

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