



Negotiation Theory and Strategy (Casebook)

By Russell Korobkin

Aspen Publishers, Inc., 2002. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service!

Summary: Among first casebooks devoted solely to the study of negotiation, this book is an ideal text for a two, three, or four-unit negotiation course or clinic, or for an ADR course with a substantial negotiation component. This concise, interdisciplinary work draws on the social sciences as well as the cutting-edge legal scholarship and traditional legal sources to create an analytical framework for understanding and applying negotiation strategy. After a stage-setting introduction, the book progresses through units on: - The Structure of Negotiation- The Negotiator- Additional Parties- The Law of

Negotiation. Instructors who examine Negotiation Theory and Strategy will find that the book offers: - an interdisciplinary approach to the study of negotiation theory drawing on laws, psychology, economics, and sociology- a combination of excerpted readings, narrative text, note material developing points made in the readings, and discussion questions and problems accompanying each chapter- excerpts from leading negotiation scholars including Fisher & Ury, Lax & Sebenius, Schelling, Mnookin, Menkel-Meadow, Riskin, Shell, Craver, and Gilson- comprehensive coverage of the law of negotiation including misrepresentation and rules governing litigation settlement- a clear, approachable writing style that...



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Reviews

Good eBook and useful one. It is amongst the most remarkable ebook i actually have study. You can expect to like the way the article writer publish this pdf.

-- Prof. Armand Senger DVM

Absolutely essential go through book. It can be rally fascinating throug studying period of time. You wont truly feel monotony at at any time of your respective time (that's what catalogues are for concerning in the event you question me).

-- Roberto Leannon