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Legal Negotiation Theory & Strategy 2e



Synopsis

Companion Website: <http://www.aspenlawschool.com/books/korobkin/>

Negotiation: Theory and Strategy combines narrative text, materials from the social sciences, and cutting-edge legal scholarship. Organized into a logical analytic framework, **Korobkin's** conceptual approach provides students with an effective structure for understanding the negotiation process and improving their skills. This concise casebook, along with simulations included in the teacher's manual, teaches students how to analyze and apply strategic concepts through analysis and problem solving.

Negotiation: Theory and Strategy, Second Edition, features:

- introductions to theoretical perspectives that provide different avenues for approaching negotiation:
- economics and game theory
- cognitive and social psychology
- legal and business analysis

- excerpts from leading negotiation scholars that reflect a variety of fields, such as law, business, psychology, and economics
- complete teaching materials that will support a two-, three-, or four-unit negotiation course and include:
- narrative text and excerpted materials
- questions and problems for in-class discussion
- negotiation simulation exercises (in the Teacher's Manual*)
- a modular chapter design that adapts to a variety of teaching objectives
- clear and engaging writing
- generous use of hypotheticals and examples

Updated throughout, the Second Edition offers:

- expanded discussion of the role of emotions and aspirations
- additional coverage of multiparty negotiation, gender, trust, and the use of mediation
- additional negotiation simulations to encourage students to practice on core topics

With its flexible organization that is easily adapted to a variety of teaching objectives, **Negotiation: Theory and Strategy, Second Edition**, promises a stimulating class experience along with generous teaching support.

*A Teacher's Manual may be available for this book. Teacher's Manuals are a professional courtesy offered to professors only. For more information or to request a copy, please contact Aspen Publishers at 800-950-5259 or legaledu@wolterskluwer.com.

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Customer Reviews

Book was good for the class.

Better than advertised!

Most casebooks are exactly that, a conglomeration of different cases. However, this book deviates from that standard and provides explanations and helps you understand the concepts you're supposed to be learning from the case itself.

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