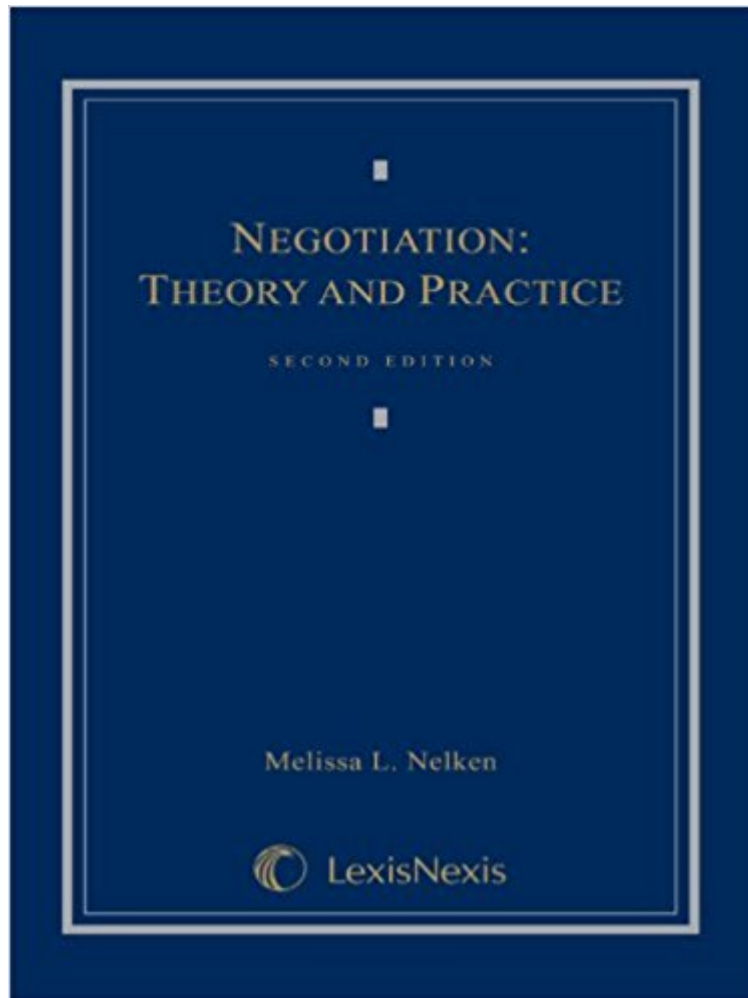




Ebook Directory
the best source of ebook

The book was found

Negotiation: Theory And Practice



Synopsis

This successor volume to *Understanding Negotiation* is a valuable resource for understanding the dynamics, strategies, and ethics of negotiating. This revised and updated edition includes two entirely new chapters on topics that are seldom covered in basic negotiation texts—gender and culture in negotiation and multiparty negotiation. The book offers law students the tools they need to develop effective legal negotiating skills. In addition to the foundational topics of distributive and integrative bargaining, Professor Nelken addresses the psychology of the negotiating process and, of particular importance to future attorneys, ethical issues and the lawyer-client relationship. Each chapter begins with introductory material from the author to provide a framework for understanding the readings that follow. The readings are a broad selection of the best scholarship in the area, including both classic texts and excellent research from other disciplines that is generally unfamiliar to lawyers.

Book Information

Paperback: 516 pages

Publisher: LexisNexis; Second edition (June 8, 2007)

Language: English

ISBN-10: 1422411621

ISBN-13: 978-1422411629

Package Dimensions: 9.4 x 6.5 x 0.7 inches

Shipping Weight: 1.4 pounds (View shipping rates and policies)

Average Customer Review: 4.0 out of 5 stars 1 customer review

Best Sellers Rank: #749,702 in Books (See Top 100 in Books) #120 in Books > Law > Business > Arbitration, Negotiation & Mediation #737 in Books > Law > Rules & Procedures > Civil Procedure #7612 in Books > Textbooks > Law

Customer Reviews

This book is a text book for me. I have read much more boring texts in my lifetime. The change of authors is a nice way to stay entertained while you do mandatory readings.

[Download to continue reading...](#)

Negotiation: Negotiation (Irwin Management) Legal Negotiation: Theory and Practice (Coursebook)
Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Negotiation: Theory and Practice
Lawyer Negotiation: Theory, Practice, and Law Negotiation: Theory and Strategy (Aspen Casebook)

Legal Negotiation Theory & Strategy 2e Environmental Justice: Legal Theory and Practice, 3d:
Legal Theory and Practice (Environmental Law Institute) ICD-10-CM/PCS Coding: Theory and
Practice, 2017 Edition - E-Book (Icd-10-Cm-Pcs Coding Theory and Practice) Photon Emission from
Biological Systems-Theory and Practice: Theory and Practice : Proceedings of the 1st International
Symposium, Wrocaw, Poland, January 24-26 1986 Mergers and Acquisitions Basics: Negotiation
and Deal Structuring Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results
at the Bargaining Table and Beyond Negotiation Techniques: Essential Strategies and Techniques
Needed for Persuasion and Influence Negotiation: Essential Strategies and Techniques Needed for
Persuasion and Influence Bridges over Water: Understanding Transboundary Water Conflict,
Negotiation And Cooperation (World Scientific Series on Energy and Resource Economics) Bridges
Over Water: Understanding Transboundary Water Conflict, Negotiation and Cooperation (Second
Edition) (World Scientific Series on Energy and Resource Economics) Negotiation and Settlement
Advocacy: A Book of Readings (Coursebook) Negotiation: Readings, Exercises, and Cases
Negotiation: Readings, Exercises, and Cases (Irwin Management) Doing Business in Emerging
Markets: Entry and Negotiation Strategies

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)