The book was found

Negotiation: Processes For Problem Solving (Aspen Casebook)





Synopsis

A distinguished team of leaders in the field of dispute resolution offers a thorough treatment of negotiation skills, ethics, and problem-solving techniques. Comprehensive and current, Negotiation: Processes for Problem Solving covers the theory, skills, ethical issues, and legal and policy analyses relevant to all key areas of negotiation practice. Carefully selected cases are supported by key readings, from critical articles and empirical studies to statutes and regulations. An extensive Teacher's Manual delivers problems, role-plays, sample syllabi, notes, and lists of supplemental materials. New research is distilled for use by law students and practicing lawyers. New and complex examples from international negotiation problems come from both private and public environments. The Second Edition explores new forms of complex negotiation in international, multi-party and diverse settings and considers negotiators as problem-solving lawyers. The text is perfectly suited to free standing negotiation courses in American and foreign law schools. New problem sets appear in the text, and new simulations are found in the Teacher's Manual Features: a thorough treatment of negotiation skills, ethics, and problem-solving techniques comprehensive, current coverage theory skills ethical issues legal and policy analyses relevant to all key areas distinguished authors are leaders in the field of dispute resolution of negotiation practice carefully selected cases supported by key readings, from critical articles and empirical studies to statutes and regulations problems role-plays sample syllabi notes lists of supplemental Thoroughly updated, the revised Second Edition presents: latest interdisciplinary materials approaches to negotiation, including new empirical studies on-line negotiation social and cognitive psychology gender and negotiation, and multiple party negotiation new negotiation research distilled for law students and practicing lawyers deeper discussion of negotiators as problem-solving lawyers new and complex examples from international negotiation problems in both private and public environments new forms of complex negotiation in international, multi-party, and diverse settings Excellent for use in free-standing negotiation courses in American and foreign law schools.

Book Information

Series: Aspen Casebook

Paperback: 600 pages

Publisher: Aspen Publishers; 2 edition (June 30, 2014)

Language: English

ISBN-10: 1454802642

ISBN-13: 978-1454802648

Product Dimensions: 7.4 x 1.3 x 9.8 inches

Shipping Weight: 2.4 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars Â See all reviews (1 customer review)

Best Sellers Rank: #694,857 in Books (See Top 100 in Books) #121 in Books > Law > Business

> Arbitration, Negotiation & Mediation #597 in Books > Law > Rules & Procedures > Civil

Procedure #5620 in Books > Textbooks > Law

Customer Reviews

Great book. Excellent condition.

Download to continue reading...

Negotiation: Processes for Problem Solving (Aspen Casebook) Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) Lawyer Negotiation: Theory Practice & Law Second Edition (Aspen Casebook) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Criminal Law and Its Processes: Cases and Materials (Aspen Casebook Series), 9th Edition International Law: Norms, Actors, Process: A Problem-Oriented Approach (Aspen Casebook) Negotiation and Settlement Advocacy: A Book of Readings (American Casebook Series) Legal Negotiation: Theory and Practice (American Casebook Series) Sports Law & Regulation: Cases Materials & Problems, Third Edition (Aspen Casebook) (Aspen Casebooks) Property [Connected Casebook] (Aspen Casebook) Problems in Contract Law: Cases and Materials [Connected Casebook] (Aspen Casebook) Cases, Problems, and Materials on Contracts [Connected Casebook] (Aspen Casebook) Property Law: Rules Policies and Practices [Connected Casebook] (Aspen Casebook) Property Law [Connected Casebook] (Aspen Casebook) Constitutional Law [Connected Casebook] (Aspen Casebook) Evidence: Cases Commentary and Problems [Connected Casebook] (Aspen Casebook) Evidence Under the Rules [Connected Casebook] (Aspen Casebook Series) Problem Solving, Abstraction, and Design using C++ (6th Edition) Succeeding in Business with Microsoft Access 2013: A Problem-Solving Approach (New Perspectives) Mathcad: A Tool for Engineering Problem Solving + CD ROM to accompany Mathcad (Basic Engineering Series and Tools)

Dmca