

## BOOK ENTRIES ALPHABETIZED BY AUTHOR LAST NAME

**HAROLD I. ABRAMSON**, *MEDIATION REPRESENTATION: ADVOCATING AS A PROBLEM-SOLVER (IN ANY CULTURE OR COUNTRY)* (2010).

Mediation representation sets out to value the role of the attorney in the mediation process when that role is performed effectively. It also sets out the numerous ways attorneys can help get the best possible outcome for their clients in the mediation context.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{136} ECONOMIC ADVANTAGES OF ADR

{138} ETHICS: GENERAL

{151} ROLE OF LAWYERS

**AFRICA'S PEACEMAKER?: LESSONS FROM SOUTH AFRICAN CONFLICT MEDIATION** (Kurt Shillinger ed., 2009).

This book examines whether South Africa has succeeded in meeting its goals as Africa's mediator following its post-apartheid transition to democracy. In so doing, this book focuses on whether South Africa, the leader of African conflict mediation, has succeeded or failed with respect to the following four countries-in-conflict: Burundi, the Democratic Republic of Congo, Ivory Coast, and Sudan.

{21} MEDIATION—GENERAL

{87} SUBJ MATTER: GOV'T

{92} SUBJ MATTER: INT'L

**CATHERINE BARGEN**, *EDUCATING FOR PEACEBUILDING: IMPLEMENTING RESTORATIVE JUSTICE PRINCIPALS AND PRACTICES IN A SCHOOL SYSTEM* (2010).

Restorative justice seeks to repair harm through the use of a cooperative approach. The process includes everyone involved in the harm. With the assistance of the Fraser Region Community Justice Initiative, the Langley School in British Columbia implemented restorative justice practices into its conflict resolution process. The author chronicles the process, including the challenges, success, and the outcome of the initiative.

{60} ADR—GENERAL

{83} SUBJ MATTER: EDUCATION

**F.M. BARNARD**, *SOCIAL AND POLITICAL BONDS: A MOSAIC OF CONTRAST AND CONVERGENCE* (2010).

This book argues mediation between people and purposes, parts and wholes, voluntariness and coercion, not only can but must occur in a fair society. It outlines a range of strategies that can be used to join seemingly irreconcilable social and political contexts. The author uses an approach that blurs the boundaries of specialized fields of study in order to recognize the degree to which individual choice influences political force.

{21} MEDIATION—GENERAL

{77} SUBJ MATTER: COMMUNITY

{124} COMPARISONS: CROSS-CULTURAL

**LAURENCE BOULLE & MIRYANA NESIC**, *MEDIATOR SKILLS AND TECHNIQUES: TRIANGLE OF INFLUENCE* (2009).

This is a guide covering the skills, techniques and strategies required in mediation by mediators, lawyers, clients and other participants. It includes examples, case studies, exercises and precedents throughout. It is a resource designed for beginning and experienced mediators and covers all stages of the mediation including the foundations of an effective mediation, maintaining a favorable client, diagnosis, maintaining the process, facilitation, and encouraging settlement.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{123} SETTLEMENT: PRESSURES TO SETTLE

{155} TEACHING

**DOMINIC BUSCH**, *INTERNATIONAL AND REGIONAL PERSPECTIVES ON CROSS-CULTURAL MEDIATION* (Claude-Helene Mayer & Christian Martin Boness eds., 2010).

This book adopt applies the notion that culture is dynamic and in flux to cross-cultural mediation research. The authors focus on the question of how people from different cultural backgrounds have constructed their own systems of how conflict mediation in cross-cultural settings should be dealt with. Specifically, the authors ask if there are ways of handling cross-cultural conflicts that may be termed appropriately considered culture-specific.

{21} MEDIATION—GENERAL

{77} SUBJ MATTER: GENERAL

{124} COMPARISONS: CROSS-CULTURAL

**DENNIS CAMPBELL**, *INTERNATIONAL DISPUTE RESOLUTION* (2010).

The author follows the process by which the government-owned utility tried to find common ground between all stakeholders. Ultimately, it tests the mediation framework as an appropriate approach to the resolution of

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development conflicts, exploring the transferability of this approach to other countries in Latin America. This case study provides insights into Latin American environmental and development politics.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

{124} COMPARISONS: CROSS-CULTURAL

**CHARLES D. DAVIDSON, STEPHEN L. GERSHNER & ALBERT HARKINS, NEGOTIATING REAL ESTATE LOAN TERMS AND WORKOUT OPTIONS (2010).**

This book is based on a similarly titled seminar series produced by the National Business Institute. The book focuses on how borrower's counsel can maximize their client's financing when engaged in negotiations with lenders on the borrower's behalf. The book analyzes key provisions and their significance to both borrowers and lenders, as well as offers strategies that facilitate obtaining a most favorable outcome for the client.

{1} NEGOTIATION—GENERAL

{75} SUBJ MATTER: COMMERCIAL

**DEADLOCKS IN MULTILATERAL NEGOTIATIONS: CAUSES AND SOLUTIONS (Amrita Narlikar ed., 2010).**

This volume focuses on the concept, causes, and consequences of deadlocks in multilateral settings, and analyzes the types of strategies that could be used to break them. It commences with a definition of deadlock, hypotheses about its occurrence, and proposes solutions.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT'L

**MICHAEL FILZMOSE, SIMULATION OF AUTOMATED NEGOTIATION (2010).**

This book analyzes contemporary studies on the simulation of automated negotiation. Specifically, the author attempts to solve deficiencies in automated negotiation by offering novel strategies for software agents and alternative interaction protocols. This book also provides insights into the general design of automated negotiation systems and the likely requirements for obtaining the best possible outcomes in automated negotiations.

{1} NEGOTIATION—GENERAL

{78} SUBJ MATTER: COMPUTER

**FIXING FRACTURED NATIONS: THE CHALLENGE OF ETHNIC SEPARATISM IN THE ASIA-PACIFIC (Robert G. Wirsing & Mohammed E. Ahrari eds., 2010).**

This book focuses on conflicts occurring in eight Asian nations between the governments of those nations and oppressed minorities looking for freedom

and decreased violence. The conflicts are examined to determine the role of ethnic separatism—whether it is toward a peaceful resolution of the conflicts, or toward violence and increased conflict. The authors focus on the motivation of the separatists, the challenges faced by governments, and government reactions.

{60} ADR—GENERAL

{87} SUBJ MATTER: GOV'T

{124} COMPARISONS: CROSS-CULTURAL

**SHANE GODFREY ET AL.**, *COLLECTIVE BARGAINING IN SOUTH AFRICA: PAST, PRESENT AND FUTURE?* (2010).

This book provides a thorough analysis of the state of collective bargaining in South Africa today. Drawing on extensive empirical research, it examines the processes that have shaped the collective bargaining system, as well as identifying some crucial questions hanging over its future. Collective bargaining is approached from legal, sociological, economic, and historical perspectives, thereby giving a multifaceted view of the system.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT'L

{93} SUBJ MATTER: LABOR—GENERAL

{125} COMPARISONS: HISTORICAL

**CAROLIN GOERZIG**, *TALKING TO TERRORISTS: MAKING CONCESSIONS TO ARMED GROUPS* (2010).

This book examines the doctrine of refusing to give concessions to terrorists, and uses empirical research to establish whether any link exists between negotiating with such groups and the spread of violence.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**DAVID GOLDWICH**, *WIN-WIN NEGOTIATION: DEVELOP THE MINDSET, SKILLS AND BEHAVIORS OF WIN-WIN NEGOTIATORS* (2010).

The author argues win-lose negotiations are no longer the preferred method of negotiating. Win-win negotiations are the only viable option because of the relationships that exist between the parties. The negotiating process is secondary to the maintenance of relationships that exist between the parties. Parties can still advocate for their own self-interests and maintain relationships based on the author's approach to negotiating.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**ANDREW GOODMAN & ALASTAIR HAMMERTON**, *MEDIATION ADVOCACY* (2010).

The book talks about the basis of mediation. The book also talks about how to decide to mediate, how to choose a mediator, how the mediation process works, and provides examples of standard form mediation agreements.

{21} MEDIATION—GENERAL  
{73} SUBJ MATTER: GENERAL  
{151} ROLE OF LAWYERS

**WARREN R. HAFFAR & JURGEN CARLS**, *CONFLICT RESOLUTION OF THE BORUCA HYDRO-ENERGY PROJECT: RENEWABLE ENERGY PRODUCTION IN COSTA RICA* (2010).

This is a case study that tests the mediation framework as a suitable model for the resolution of environmental conflicts in Latin America. Specifically, the authors' fieldwork involved the Boruca hydroelectrical conflict in Costa Rica. The aim was to use the mediation framework to bring together theory and practice and to reveal the link between peace and conflict resolution and sustainable development.

{21} MEDIATION—GENERAL  
{92} SUBJ MATTER: INT'L  
{105} SUBJ MATTER: SCIENCE & TECHNOLOGY

**SAPIR HANDELMAN**, *CONFLICT AND PEACEMAKING IN ISRAEL-PALESTINE: THEORY AND APPLICATION* (2011).

This book provides new analysis and theoretical approaches to peacemaking and more particularly to the Israeli-Palestinian conflict. It is divided into two sections the first dealing with the art of peacekeeping and the issue of intractable conflict. The second deals with specific models for peacekeeping and applying them to the situation in Israel/Palestine.

{60} ADR—GENERAL  
{92} SUBJ MATTER: INT'L  
{134} DISPUTE PREVENTION

**SAMANTHA HARDY & OLIVIA RUNDLE**, *MEDIATION FOR LAWYERS* (2010).

This book is a comprehensive resource for lawyers involved in mediation. *Mediation for Lawyers* is also a reference for students of alternative dispute resolution methods such as mediation. The focus of this book is on practical application of theory. It is founded in current mediation theory relating to the range of models used in Australia, and includes detailed contextual information such as the legislative frameworks for mediation in jurisdictions.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L  
{144} LEGISLATION  
{151} ROLE OF LAWYERS  
{155} TEACHING

**DONALD HENDON & TONY ALESSANDRA**, 365 POWERFUL WAYS TO INFLUENCE (2010).

This is a guide to negotiation for the layman. It includes methods for overcoming everyday dilemmas. These techniques will empower individuals to haggle with car dealers, request a raise, or dive into the dating pool. Hendon divides the book into six categories of tactics, for a sum of 365. They include tools to improve overall mental attitude, become more assertive while remaining cooperative, and identify aggressive behavior or dirty tricks.

{1} NEGOTIATION—GENERAL  
{73} SUBJ MATTER: GENERAL  
{136} ECONOMIC ADVANTAGES OF ADR

**EVAN A. HOFFMAN**, THE MEDIATOR'S HANDBOOK FOR DURABLE PEACE (2010).

This handbook looks at the role of durable peace in mediation. It focuses on a variety of areas of the mediation process, such as design, management, and the role of the parties' power. The purpose of the handbook is to provide practical and relevant information to parties engaged in mediation to lead to a peaceful outcome through nonviolent means.

{21} MEDIATION—GENERAL  
{73} SUBJ MATTER: GENERAL  
{147} POWER IMBALANCE

**M.K. HOPE**, ROLE-PLAYS FOR RESOLUTION (2010).

Role-play is used as a device to train professionals on resolving conflict as it arises in different situations. The book focuses on professional practice and provides role-play scenarios related to a variety of areas, including divorce mediation, settlement mediation, court mediation, negotiation, arbitration, and conflict resolution. The author provides a guided method for mediation as a reference to be used throughout the role-play process.

{21} MEDIATION—GENERAL  
{73} SUBJ MATTER: GENERAL

**QAMAR-UL HUDA**, CRESCENT AND DOVE: PEACE AND CONFLICT RESOLUTION IN ISLAM (2010).

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The book looks at the relationship between contemporary Islam and peacemaking by tackling the diverse issues in the field of Islamic peacemaking. Writing from their perspective as Muslim scholars and peacebuilding practitioners, the contributors offer critical perspectives on what works, what opportunities exist, and what areas are fertile for effective peacebuilding efforts. These groundbreaking essays offer possibilities for employing successful mediation, negotiation, and conflict resolution skills in an Islamic context.

{60} ADR—GENERAL  
{92} SUBJ MATTER: INT’L  
{134} DISPUTE PREVENTION

INSTITUTE FOR THE STUDY OF CONFLICT TRANSFORMATION & ASSOCIATION FOR CONFLICT RESOLUTION, TRANSFORMATIVE MEDIATION: A SOURCEBOOK (Joseph P. Folger et al. eds., 2010).

This book focuses on a transformative framework for third party practice. Part I focuses on theoretical foundations, core practices, the centrality of empowerment, and methods and approaches. It also reviews theoretical support and research. Part II focuses on practical applications including in the courts and communities, in the family setting, organizational use, and use in multi-party situations.

{21} MEDIATION—GENERAL  
{77} SUBJ MATTER—COMMUNITY  
{114} 3D PARTY: PRACTICE OF LAW

INTERNATIONAL CONFLICT MEDIATION: NEW APPROACHES AND FINDINGS (Jacob Bercovitch & Scott Sigmund Gartner eds., 2010).

This work examines how various empirical approaches to mediation can focus on the effectiveness of different patterns of conflict management, and offers guidelines on the process of international mediation. This book captures changes in the field of international conflict mediation, and includes essays on a variety of aspects of conflict management.

{21} MEDIATION—GENERAL  
{73} SUBJ MATTER: GENERAL

INTERNATIONAL LAW, CONFLICT AND DEVELOPMENT: THE EMERGENCE OF A HOLISTIC APPROACH IN INTERNATIONAL AFFAIRS (Walter Kälin & Joseph Voyame eds., 2010).

This book focuses on creating a comprehensive approach to international affairs and each chapter is written by different a academic or practitioner. Included in this approach is the desire to find manners in which the

settlement of differences can be done peacefully. Finding alternative ways to settle conflict is an important aspect of this holistic approach to international affairs advocated by the authors.

{60} ADR—GENERAL

{92} SUBJ MATTER: INT'L

**HO-WON JEONG**, *CONFLICT MANAGEMENT AND RESOLUTION: AN INTRODUCTION* (2010).

This book provides students with an overview of the main theories of conflict management and conflict resolution, and will equip them to respond to the complex phenomena of international conflict.

{60} ADR—GENERAL

{92} SUBJ MATTER: INT'L

**CLIVE JOHNSON & JACKIE KEDDY**, *MANAGING CONFLICT AT WORK: UNDERSTANDING AND RESOLVING CONFLICT FOR PRODUCTIVE WORKING RELATIONSHIPS* (2010).

This book provides guidance on how to prevent, contain, and resolve conflict in the workplace. The book emphasizes simple and practical ways for dealing with conflict situations—both when potential disputes are first emerging, and once a conflict has escalated into a formal complaint. The book is accompanied by ready-to-use templates and case studies.

{60} ADR—GENERAL

{93} SUBJ MATTER: LABOR—GENERAL

{134} DISPUTE PREVENTION

{155} TEACHING

**EMILY JONES ET AL.**, *MANEUVERING AT THE MARGINS: CONSTRAINTS FACED BY SMALL STATES IN INTERNATIONAL TRADE NEGOTIATIONS* (2010).

This study provides evidence that small states can still have an important influence over the outcomes of negotiations if they successfully identify and tackle these underlying constraints. The authors highlight three areas where small states can maximize their potential influence: establishing an effective negotiating team by strengthening human resources; harnessing the support of civil society and the private sector; and, improving negotiation strategies.

{1} NEGOTIATION—GENERAL

{87} SUBJ MATTER: GOV'T

{92} SUBJ MATTER: INT'L

{147} POWER IMBALANCE

**DIANE KATZ, WIN AT WORK!: THE EVERYBODY WINS APPROACH TO CONFLICT RESOLUTION (2010).**

A guide for people to learn how to approach conflicts at work utilizing ADR skills such as negotiation. The goal is to teach people how to alleviate uncomfortable situations in the work place.

{1} NEGOTIATION—GENERAL

{77} SUBJ MATTER: COMMUNITY

{96} SUBJ MATTER: EMPLOYMENT (NON-UNION)

**ALAIN LEMPEREUR & AURELIEN COLSON, THE FIRST MOVE: A NEGOTIATOR'S COMPANION (Michele Pelcar ed., 2010).**

This book teaches readers negotiating skills using a philosophical approach, combined with a set of basic techniques. Using the author's experiences in consulting and training, the book guides readers on making the right decisions at the right time and in business and political situations.

{1} NEGOTIATION—GENERAL

{96} SUBJ MATTER: EMPLOYMENT (NON-UNION)

{138} ETHICS: GENERAL

**JUDITH S. LOHMAN, THE ROLES OF THE BOARD OF EDUCATION AND BOARD OF FINANCE IN TEACHER CONTRACT NEGOTIATIONS (2010).**

The question presented is whether Connecticut state law provides that boards of education are the only entity that can collectively bargain with teacher and school administrator unions. The Teacher Negotiation Act sets forth the roles of the parties and includes the requirement to bargain in good faith. Issues can be submitted to mediation and if an impasse is reached, then the relevant issues will be submitted to arbitration.

{60} ADR—GENERAL

{83} SUBJ MATTER: EDUCATION

{128} REQUIREMENTS: STATUTORY OR RULES

**PATRICK KIM CHENG LOW, SUCCESSFULLY NEGOTIATING IN ASIA (2010).**

This book presents a communication and negotiation skills program with special focus on negotiation partners from the different regions of the Asian continent including Chinese, Japanese, and Indian negotiators. It contains chapters focused on an overview of negotiation, the pre-negotiation stage, preparation and planning including appearance and setting goals, process versus content including how to answer questions and listening, and an overview of techniques and tactics.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER—INT'L

{124} COMPARISONS: CROSS-CULTURAL  
{155} TEACHING

**LEE LOWENFISH, THE IMPERFECT DIAMOND: A HISTORY OF BASEBALL'S LABOR WARS (2010).**

The familiar stories are here—tales of the reserve clause and the abuses it engendered, ill-considered judicial opinions that credulous congressional committees were hoodwinked into letting stand, and similar sad affairs. It begins with the 1975 Messersmith-McNally arbitration that resulted in the effective elimination of the reserve clause as it had existed for decades. Curt Flood's pitiful saga is also recounted in great detail.

{44} ARBITRATION—GENERAL  
{107} SUBJ MATTER: SPORTS & ENTERTAINMENT

**WILLIAM H. MCCLENDON III, DEAL MAKERS: NEGOTIATING EFFECTIVELY USING TIMELESS VALUES (2011).**

This book demonstrates how to negotiate effectively while remaining ethical.

{1} NEGOTIATION—GENERAL  
{73} SUBJ MATTER: GENERAL  
{138} ETHICS: GENERAL  
{151} ROLE OF LAWYERS

**SUZANNE MCCORKLE & MELANIE J. REESE, PERSONAL CONFLICT MANAGEMENT: THEORY AND PRACTICE (2009).**

Beginning with an introduction to conflict, the text examines the major approaches and theories of conflict management. Following a discussion of the causes and variables that exist within conflicts, the skills necessary for conflict management are analyzed, including listening, the ability to seek information, the importance of understanding personality types and behavior patterns, negotiation, and conflict assessment.

{1} NEGOTIATION—GENERAL  
{77} SUBJ MATTER: COMMUNITY

**MICHAEL MCILWARTH & JOHN SAVAGE, INTERNATIONAL ARBITRATION AND MEDIATION: A PRACTICAL GUIDE (2010).**

Optimizing the outcome of disputes connected with international business forms the subject matter of this book. In the book the authors discuss techniques for productively resolving disputes through negotiation, mediation, and arbitration. The author provides information on how the entire process works, what steps are necessary, recommended, or required

throughout the process, and what the practitioner's role in the process will be. International mediation and negotiation techniques are provided.

{60} ADR—GENERAL

{92} SUBJ MATTER: INT'L

**KARRIE McLAUGHLIN & ARI PERDANA**, *CONFLICT AND DISPUTE RESOLUTION IN INDONESIA: INFORMATION FROM THE 2006 GOVERNANCE AND DECENTRALIZATION SURVEY* (2010).

The authors study available surveys to determine the path that Indonesia took to climb out of hardship. This article focuses on the negotiations that took place to allow Indonesia to get on the road to recovery. The path may not be familiar to the United States, with bribery as one rampant means, but the conflict resolution may provide a means to aid other struggling regions.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT'L

*MEDIATION IN THE CONSTRUCTION INDUSTRY: AN INTERNATIONAL REVIEW* (Penny Brooker & Suzanne Wilkinson eds., 2010).

The article details the success of the ADR field, mediation in particular, in expanding to encompass many commercial areas, including construction. In addition to outlining the effects of mediation in construction, the authors attempt to reach compromises on a number of issues that have become problematic. Acknowledging that mediation is not exclusive to the United States, the article branches off into a number of other countries, including China, England and New Zealand.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

**ROBERT H. MNOOKIN**, *BARGAINING WITH THE DEVIL: WHEN TO NEGOTIATE, WHEN TO FIGHT* (Simon & Schuster 2010).

This book offers practical advice on negotiation in all aspects of life. This includes business, politics, and family life. The author identifies how to decide when it is best to negotiate or fight and what emotional, political, and strategic traps to avoid.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**ALEXANDER MUHLEN**, *INTERNATIONAL NEGOTIATIONS: CONFRONTATION, COMPETITION, COOPERATION: WITH MANY INTERCULTURAL FACTS AND CASE STUDIES* (2010).

This book examines theoretical and conceptual issues relating to international negotiations. The author argues from both a theory and practical experience to demonstrate negotiation is a skill that can be learned, developed, and practiced across any and all political, social, and economic environments. Further, the author uses his own diplomatic experiences and other case studies as examples of how certain strategies and tactics can help international negotiators succeed.

{1} NEGOTIATION—GENERAL

{87} SUBJ MATTER: GOV'T

{92} SUBJ MATTER: INT'L

**NEGOTIATING WITH TERRORISTS: STRATEGY, TACTICS, AND POLITICS** (Guy Oliver Faure & I. William Zartman eds., 2010).

Although not advocating negotiating with terrorists, the volume seeks to analyze when, why, and how it is done. Part I deals with the theory and quantifiable data produced from analysis of hostage situations, while Part II explores several high profile case studies and the lessons learned from them.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT'L

{87} SUBJ MATTER: GOV'T

**TAPIO PALOKANGAS, LABOUR UNIONS, PUBLIC POLICY AND ECONOMIC GROWTH** (2010).

This book presents a new theoretical model of union bargaining. It challenges the commonly held view that collective bargaining has a negative impact on economic welfare and argues collective bargaining can be welfare-enhancing. Chapters focus on game theory, collective bargaining without investment, the use of taxes and subsidies, credibility in collective bargaining, and monopoly unions.

{1} NEGOTIATION—GENERAL

{95} SUBJ MATTER: LABOR-MANAGEMENT (UNION)

{136} ECONOMIC ADVANTAGES OF ADR

**GARY P. POON, THE CORPORATE COUNSEL'S GUIDE TO MEDIATION** (2010).

This book is designed to help corporate counsel successfully settle commercial disputes through mediation. There are any number of articles and books written on managing litigation, overseeing outside counsel, and preparing for litigation or arbitration. However, few look at mediation from the perspective of in-house corporate counsel and the unique role they can play in mediation. This step-by-step guide is designed specifically for corporate counsel both within the United States and internationally.

{21} MEDIATION—GENERAL  
{81} SUBJ MATTER: CORPORATE  
{92} SUBJ MATTER: INTERNATIONAL

**THOMAS W. PORTER, THE SPIRIT AND ART OF CONFLICT TRANSFORMATION: CREATING A CULTURE OF JUSTPEACE (2010).**

This book argues that transforming conflict into a positive force is a spiritual pursuit and needs to be grounded in biblical principles: love of God, neighbor, and self. Part 1 explains how we can prepare ourselves for the work of engaging conflict, Part 2 explores how we engage others in conflict transformation, outlining specific processes. There are practical instructions and stories that illustrate the potential for this new “justpeace” approach.

{60} ADR—GENERAL  
{77} SUBJ MATTER: COMMUNITY  
{134} DISPUTE PREVENTION  
{155} TEACHING

**KATHLEEN KELLEY REARDON, COMEBACKS AT WORK: USING CONVERSATION TO MASTER CONFRONTATION (HarperBusiness 2010).**

This book breaks down the art of the comeback, emphasizing preparation, keeping your cool, and handling conflicts with a carefully thought-out strategy. The author helps readers change their mindsets through a thorough briefing of the different kinds of bullies people face, coupled with strategies for telling when it’s best to walk away and when it’s time to engage.

{60} ADR—GENERAL  
{93} SUBJ MATTER: LABOR—GENERAL

**RICHARD H. SOLOMON & NIGEL QUINNEY, AMERICAN NEGOTIATING BEHAVIOR: WHEELER-DEALERS, LEGAL EAGLES, BULLIES, AND PREACHERS (2010).**

The authors recount their study of the negotiating practices of American officials. From their study, the authors advance the argument that four distinctive mind-sets have combined to shape U.S. negotiating practice: 1) a businessperson’s pragmatic quest for concrete results; 2) a lawyer’s attention to detail; 3) a superpower’s inclination to dictate terms; and 4) a moralizer’s sense of mission. The authors then propose various means by which America can enhance its negotiating capacities in light of emerging challenges to effective diplomacy in the 21<sup>st</sup> century.

{1} NEGOTIATION—GENERAL  
{87} SUBJ MATTER: GOV’T  
{92} SUBJ MATTER: INT’L

**GEORGE PRATT SHULTZ, IDEAS & ACTION: FEATURING THE 10 COMMANDMENTS OF NEGOTIATIONS (2010).**

Former Secretary of State Shultz offers the reader a unique prospective into the daily life of one of America's highest-ranking officials. He discusses the lessons he learned from dealing with foreign leaders, and gives numerous examples. Shultz's advice is helpful in or out of litigation.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**FREDRIK STANTON, GREAT NEGOTIATIONS: AGREEMENTS THAT CHANGED THE MODERN WORD (Westholme 2010).**

This book discusses how words have shaped the course of history as much as weapons. In doing so, it highlights eight key episodes in modern diplomacy.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{125} COMPARISONS: HISTORICAL

**KATHERINE A. STEWART & MADELINE M. MAXWELL, STORIED CONFLICT TALK: NARRATIVE CONSTRUCTION IN MEDIATION (2010).**

This book examines narratives-in-interaction co-constructed by participants in formal mediation sessions. It asks how many of the five cases in the videotaped data display the adversarial narrative pattern pervasive within the interpersonal conflict literature, and what other narrative patterns may be present. This book reveals situated communicative practices where people interactively construct, resist, reproduce, and transform adversarial narratives to produce outcomes that meet their underlying interests.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**KEN C. TO, BUTTERWORTHS HONG KONG MEDIATION PRACTICAL GUIDE (2010).**

This book serves as a guide to both legal and non-legal practitioners on mediation in Hong Kong. The author focuses on both the practical and legal aspects of mediation in Hong Kong, and outlines the process of substantive mediation from commencement to conclusion with particular emphasis on mediation rules and codes.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{92} SUBJ MATTER: INT'L

**MONICA DUFFY TOFT, SECURING THE PEACE: THE DURABLE SETTLEMENT OF CIVIL WARS** (Princeton University Press 2010).

This book explores the complete spectrum of civil war terminations, including negotiated settlements, military victories by governments and rebels, and stalemates and ceasefires. Examining the outcomes of all civil war terminations since 1940, the author develops a general theory of postwar stability, showing how third-party guarantees may not be the best option. The author demonstrates that thorough security-sector reform plays a critical role in establishing peace over the long term.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{125} COMPARISONS: HISTORICAL

**TERESA WHITFIELD, WORKING WITH GROUPS OF FRIENDS** (2010).

This book draws on the author's experiences with small groups of states or intergovernmental organizations labeled "Friends." The author warns Friends will not be desirable always and at all times in the peace process, and constructs a typology that distinguishes among Friends and the mediation process. Specifically, the author introduces five specific steps for mediators that are considering working with Friends. Ultimately, the author's goal is to conduct a cost-benefit analysis of a mediator's decision to use and/or select Friends under certain circumstances.

{21} MEDIATION—GENERAL

{87} SUBJ MATTER: GOV'T

**KIM J. WRIGHT, LAWYERS AS PEACEMAKERS: PRACTICING HOLISTIC, PROBLEM-SOLVING LAW** (2010).

In this book the author describes various ways in which lawyers, judges, and legal workers are attempting to practice "holistic law" which advocates for the resolution of problems using awareness, care, attention, and collaboration, as opposed to confrontation and games-playing. To illustrate her point, the author includes essays and interviews that examine various alternative legal processes, most notably alternative dispute resolution.

{60} ADR—GENERAL

{73} SUBJ MATTER: GENERAL

