

BOOK ENTRIES ALPHABETIZED BY AUTHOR LAST NAME

BILL ADLER, *HOW TO NEGOTIATE LIKE A CHILD: UNLEASH THE LITTLE MONSTER WITHIN TO GET EVERYTHING YOU WANT* (2006).

Through the use of negotiation skills learned from childhood you can gain a bargaining advantage and get everything you want out of the negotiation.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{123} SETTLEMENT: PRESSURES TO SETTLE

JAMES ALFINI, *MEDIATION THEORY AND PRACTICE* (2006).

This text is a comprehensive guide to the field of mediation. Combining theoretical, practical, and policy perspectives, the text is a practice guide for mediators as well as a systematic look at the historical background, theory, ethics, and policy surrounding mediation in the United States.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{114} 3D PARTY: PRACTICE OF LAW

MICHAEL BENOLIEL & LINDA CASHDAN, *THE UPPER HAND: WINNING STRATEGIES FROM WORLD-CLASS NEGOTIATORS* (2006).

A behind the scenes look at twenty-five “master” negotiators and how they do what they do. Focuses on psychology and managing the process of negotiation to out-manuever the competition.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{138} ETHICS: GENERAL

EDWARD J. BRUNET, RICHARD E. SPEIDEL, JEAN E. STERNLIGHT & STEPHEN H. WARE, *ARBITRATION LAW IN AMERICA: A CRITICAL ASSESSMENT* (2006).

The authors give a detailed look at the U.S. arbitration system and the legal processes surrounding this area of law. The authors also suggest possible reforms for arbitration, often disagreeing about how arbitration should be used.

{44} ARBITRATION—GENERAL

{73} SUBJ MATTER: GENERAL

RICHARD M. CALKINS & FRED LANE, LANE & CALKINS MEDIATION PRACTICE GUIDE (2006).

An updated resource providing insight on the processes and advantages of mediation. This book is practice oriented and provides in depth coverage of all the phases of mediation.

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

THOMAS E. CARBONNEAU & JEANETTE JEAGGI, AAA HANDBOOK ON MEDIATION (2006).

The official guidebook produced by the American Arbitration Association, this work provides a framework for mediating or arbitrating any kind of dispute. Addressing complex and cutting edge issues such as class action arbitration and interim relief, as outlined by experts in the field.

- {21} MEDIATION—GENERAL
- {73} SUBJ MATTER: GENERAL
- {155} TEACHING

GREGORY J. CRAN, TRUMP STYLE NEGOTIATION: POWERFUL STRATEGIES AND TACTICS FOR MASTERING EVERY DEAL (2006).

George Ross, Donald Trump's negotiator, gives insight into the techniques and skills he acquired as a negotiator for over 50 years. The product of his experience has culminated into what is known as "trump style negotiation," and the book illuminates and teaches the various strategies of this negotiation style.

- {1} NEGOTIATION—GENERAL
- {73} SUBJ MATTER: GENERAL
- {155} TEACHING

ROBERT CREO, ALTERNATIVE DISPUTE RESOLUTION: LAW, PROCEDURE, AND COMMENTARY FOR THE PENNSYLVANIA PRACTITIONER (2006).

Two-volume treatise geared toward assisting the Pennsylvania practitioner to navigate ADR systems. Topics include the role of the attorney in ADR processes and an in-depth discussion of mediation, arbitration, and early-evaluation mechanisms.

- {60} ADR—GENERAL
- {73} SUBJ MATTER: GENERAL
- {151} ROLE OF LAWYERS
- {132} CONFIDENTIALITY

JOHN PATRICK DOLAN, SMART NEGOTIATING: IT'S A DONE DEAL (2006).

John Patrick Dolan offers tactics for effective negotiation. This book addresses such issues as how to approach issues such as impasse and intimidation. Also, the book offers strategies for reading your negotiation opponent.

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

DANIEL DRUCKMAN & PAUL F. DIEHL, CONFLICT RESOLUTION (2006).

How international conflict might be managed or resolved is a major focal point of a very large and growing body of scholarly research. This four-volume set provides an intellectual history for the fields of conflict management and resolution, as well as some of the best contemporary research on the subject.

- {60} ADR—GENERAL
- {73} SUBJ MATTER: GENERAL
- {138} ETHICS: GENERAL
- {155} TEACHING

BENJAMIN ERNST & MICHAEL MAUER, ACADEMIC COLLECTIVE BARGAINING (2006).

This collection of essays explores collective bargaining in the context of educational institutions and academic employees. The essays consider different procedures and approaches that have been employed in these cases and also address other concerns that arise in these situations, such as professionalism.

- {1} NEGOTIATION—GENERAL
- {95} SUBJ MATTER: LABOR—MANAGEMENT (UNION)
- {134} DISPUTE PREVENTION
- {144} LEGISLATION

PAUL A. FINN & J. RYAN MCCARTHY, MASSACHUSETTS PRACTICE MEDIATION AND ARBITRATION (2006).

The author describes mediation and arbitration processes in Massachusetts.

- {21} MEDIATION—GENERAL
- {44} ARBITRATION—GENERAL
- {73} SUBJ MATTER: GENERAL

ROGER FISHER & DANIEL SHAPIRO, BEYOND REASON: USING EMOTIONS AS YOU NEGOTIATE (2006).

This book deals with the role that emotions like anger, sadness, and excitement play in the negotiating process.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

JAY FOLBERG & DWIGHT GOLANN, LAWYER NEGOTIATION: THEORY, PRACTICE, AND LAW (2006).

This is a comprehensive textbook designed for a semester class on legal negotiation. Subjects include legal disputes, deals, obstacles to settlement, cyber negotiation, race/gender/culture, ethics, and legal issues surrounding negotiation practices of attorneys. The book uses recent publications to build an analytical framework for conflict and settlement, present various strategies in negotiation, create a detailed guide to effective negotiation, and then provides questions and role-plays for interactive teaching.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{151} ROLE OF LAWYERS

{155} TEACHING

MARK GERZON, LEADING THROUGH CONFLICT: HOW SUCCESSFUL LEADERS TRANSFORM DIFFERENCES AND OPPORTUNITIES (2006).

Mark Gerzon begins this book by discussing the traits of three types of leaders: demagogue, manager, and mediator; he believes that the most successful model of leadership is the mediator. Gerzon then goes on to discuss eight essential tools for mediator-leaders to use in resolving conflict and leading others, including innovation, dialogue, and inquiry. He ends with a short Appendix, a quick-reference guide for mediators who find themselves in the midst of a crisis.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{77} SUBJ MATTER: COMMUNITY

MICHAEL G. GOERGEN, CRISIS NEGOTIATORS FIELD GUIDE (2006).

A practical field guide for law enforcement on the methods for crisis negotiation in the field from initial response through resolution.

{1} NEGOTIATION—GENERAL

{82} SUBJ MATTER: CRIMINAL

{155} TEACHING

DWIGHT GOLANN & JAY FOLBERG, MEDIATION: THE ROLES OF ADVOCATE AND NEUTRAL (2006).

A comprehensive text covering both negotiation, and mediation and their roles in dispute resolution.

- {21} MEDIATION—GENERAL
- {73} SUBJ MATTER: GENERAL
- {138} ETHICS: GENERAL
- {155} TEACHING

J. C. GOLDSMITH, ARNOLD INGEN-HOUSZ & GERALD H. POINTON, ADR IN BUSINESS: PRACTICE AND ISSUES ACROSS COUNTRIES AND CULTURES (2006).

ADR in Business looks at ADR as a way of resolving business disputes, particularly at the international level. Drawing upon diverse approaches, ADR experts from a variety of countries explore the situations to which ADR lends itself and the different permutations it offers to allow each dispute to be handled in the manner most fitting to the circumstances. The contributors also show how ADR serves such important considerations as the interests involved in the dispute, the need to avoid a public display of differences, and the wish to anticipate problems.

- {1} NEGOTIATION—GENERAL
- {21} MEDIATION—GENERAL
- {44} ARBITRATION—GENERAL
- {53} COLLABORATIVE LAW—GENERAL

JANE HANNAWAY & ANDREW J. ROTHERHAM, COLLECTIVE BARGAINING IN EDUCATION: NEGOTIATING CHANGE IN TODAY'S SCHOOLS (2006).

This book explores the nature of collective bargaining agreements involving academic professionals. Further, the costs and benefits of collective bargaining agreements in this specific context are considered.

- {1} NEGOTIATION—GENERAL
- {95} SUBJ MATTER: LABOR—MANAGEMENT (UNION)
- {125} COMPARISONS: HISTORICAL
- {134} DISPUTE PREVENTION

MARGARET S. HERRMAN, THE BLACKWELL HANDBOOK OF MEDIATION: BRIDGING THEORY, RESEARCH, AND PRACTICE (2006).

In this book, the authors present and analyze the current thinking and research in the field of mediation. The book is an exhaustive look at the different areas of mediation, the relevant issues, and the future of mediation.

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

DAVID A. HOFFMAN & CHARLES P. DORAN, *NEGOTIATION: REACHING AGREEMENT ON YOUR TERMS: BETTER SETTLEMENTS OR AGREEMENTS FOR YOUR CLIENT* (2006).

Broad overview of negotiating theory and strategy, done in conjunction with presentation by the authors to the Massachusetts Continuing Legal Education Society. Includes discussion of bargaining styles and ethical issues, as well as suggestions for handling clients and keeping them satisfied.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{155} TEACHING

JEFFREY KRIVIS, *IMPROVISATIONAL NEGOTIATION: A MEDIATOR'S STORIES OF CONFLICT ABOUT LOVE, MONEY, ANGER—AND THE STRATEGIES THAT RESOLVED THEM* (2006).

Krivis draws on stories and examples to illustrate strategies for negotiation. This book discusses skills such as bottom-line negotiating and creative problem solving. This book also explores the role that relationships play in negotiation.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{151} ROLE OF LAWYERS

R. HANSON LAWTON & RUSSELL L. WEAVER, *CONTEXTUAL NEGOTIATION: FACILITATED PROCEDURES AS ADVANCED NEGOTIATION* (2006).

A book focusing on subject specific negotiation. Geared to law students engaged in skills development through simulation. The book assembles articles relevant to the settlement of cases for each negotiation subject.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{151} ROLE OF LAWYERS

{155} TEACHING

TRISTAN LOO, *STREET NEGOTIATION: HOW TO RESOLVE ANY CONFLICT ANYTIME* (2006).

This book uses the most effective strategies to teach anyone who wants someone else to see things their way how to negotiate. The book teaches a variety of skills including: how to gain the upper-hand in negotiating, how to deal with the most difficult people, how to understand nonverbal communication, as well as how to gain rapport and build trust in a negotiation. The easy layout and step-by-step format can be used by anyone in daily life.

{1} NEGOTIATION—GENERAL
 {60} ADR—GENERAL

LEGETTE MCINTYRE, ESSENTIALS FOR GOVERNMENT CONTRACT NEGOTIATORS (2006).

Author provides a practical guide to navigating government contract negotiations. Topics range from pre-negotiation preparation to negotiation strategy and tactics.

{1} NEGOTIATION—GENERAL
 {88} SUBJ MATTER: GOV'T CONTRACTS
 {136} ECONOMIC ADVANTAGES OF ADR

CARRIE MENKEL-MEADOW, LELA PORTER LOVE & ANDREA KUPFER SCHNEIDER, MEDIATION: PRACTICE, POLICY, AND ETHICS (2006).

The authors have assembled a text highlighting the various ways mediation may be used as a tool in problem solving. The book teaches the reader how to think about mediation from several different vantage points and discusses some of the newer uses of mediation.

{21} MEDIATION—GENERAL
 {73} SUBJ MATTER: GENERAL
 {138} ETHICS: GENERAL
 {155} TEACHING

CARRIE J. MENKEL-MEADOW, ANDREA KUPFER SCHNEIDER & LELA PORTER LOVE, NEGOTIATION: PROCESSES FOR PROBLEM SOLVING (2006).

This text book covers the gambit of negotiation topics and processes. It is the culmination of works by several professors and negotiation theorists. It includes notes and questions for each chapter, covering topics such as: negotiation models, skills, law and ethics, and complex negotiation processes.

{1} NEGOTIATION—GENERAL
 {73} SUBJ MATTER: GENERAL
 {155} TEACHING

WILLIAM F. MORRISON, THE SAVVY NEGOTIATOR: BUILDING WIN-WIN RELATIONSHIPS (2006).

Opening with a brief history of negotiation and his view of negotiation's place in the twenty-first century, Morrison instructs the reader on seven key "winning concepts" for successful negotiations, as well as the ethics of negotiations. Morrison closes the book with a helpful guide to day-to-day negotiations, from purchasing a home to delicate family conflicts and beyond.

{1} NEGOTIATION—GENERAL
 {73} SUBJ MATTER: GENERAL
 {134} DISPUTE PREVENTION

EDWARD NEWMAN & OLIVER P. RICHMOND, CHALLENGES TO PEACEBUILDING: MANAGING SPOILERS DURING CONFLICT RESOLUTION (2006).

In this book, the authors focus on “spoilers”: groups and tactics that actively seek to obstruct or undermine conflict settlement through a variety of means, including terrorism and violence. The book takes a critical approach to the concept of spoiling and considers a broad range of actors as potential spoilers.

{1} NEGOTIATION—GENERAL
 {92} SUBJ MATTER: INT’L
 {123} SETTLEMENT: PRESSURES TO SETTLE
 {134} DISPUTE PREVENTION

PEG NICHOLS, MEDIATION SURVIVORS HANDBOOK (2006).

This book seeks to prepare persons entering mediation. The book surveys the many forms of mediation, from divorce to mediations between children.

{21} MEDIATION—GENERAL
 {73} SUBJ MATTER: GENERAL
 {85} SUBJ MATTER: FAMILY (DOMESTIC REL.)

ROBERT J. NIEMIC, MEDIATION & CONFERENCE PROGRAMS IN THE FEDERAL COURTS OF APPEALS: A SOURCEBOOK FOR JUDGES AND LAWYERS (2006).

This book is designed as a guide to introduce the reader to the various mediation programs that have been implemented in the U.S. federal courts of appeals. The author gives the reader an overview of federal appellate ADR techniques and describes the mediation programs in place in each of the thirteen federal courts of appeals.

{21} MEDIATION—GENERAL
 {73} SUBJ MATTER: GENERAL
 {128} REQUIREMENTS: STATUTORY OR RULES
 {133} COURT REFORMS

JOHN G. OETZEL & STELLA TING-TOOMEY, THE SAGE HANDBOOK OF CONFLICT COMMUNICATION: INTEGRATING THEORY, RESEARCH, AND PRACTICE (2006).

This collection gathers together literature in the area of conflict communication. The book is organized around four central types of conflict:

family, work, community, and international. The book approaches conflict management and resolution with a focus on conflict communication.

{21} MEDIATION—GENERAL

{155} TEACHING

DAVID OLIVER, HOW TO NEGOTIATE EFFECTIVELY (2006).

The author describes how to conduct negotiations, effective negotiation techniques, and how to measure the success of the negotiation.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

TERRY PEPPARD, ARBITRATION AND MEDIATION OF BUSINESS DISPUTES: A WISCONSIN PRACTITIONER'S GUIDE (2006).

This is a practitioner's guide for the Wisconsin arbitrator or mediator. This book addresses a myriad of issues in business arbitration and mediation.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

VENASHRI PILLAY, CONFLICT ACROSS CULTURES: A UNIQUE EXPERIENCE OF BRIDGING DIFFERENCES (2006).

Cultural difference can often lead to misunderstanding and conflict. This book uses stories to illustrate techniques for resolving culture-inspired conflicts, attempting to demystify the intricate relationship between conflict and culture.

{60} ADR—GENERAL

{77} SUBJ MATTER: COMMUNITY

{124} COMPARISONS: CROSS-CULTURAL

ALFRED POIRIER, THE PEACEMAKING PASTOR (2006).

Poirier merges the church office of a pastor with mediation techniques. The book provides biblical principles and insights in order to equip pastors to be highly effective mediators among their congregations.

{21} MEDIATION—GENERAL

{85} SUBJ MATTER: FAMILY (DOMESTIC REL.)

{155} TEACHING

CHRISTINE RACK, LATINO-ANGLO BARGAINING: CULTURE, STRUCTURE, AND CHOICE IN COURT MEDIATION (2006).

Rack compares mediation, small claims adjudication, and negotiation for members of the Latino community. The book focuses on the how culture influences these procedures. Further, the book focuses on possible goals and outcomes in the dispute resolution process.

{21} MEDIATION—GENERAL

{77} SUBJ MATTER: COMMUNITY
{124} COMPARISONS: CROSS-CULTURAL

DAVID E. ROBBINS, *SECURITIES ARBITRATION 2006: TAKING RESPONSIBILITY* (2006).

This course handbook is a self-study vehicle for NASD arbitrators who seek to enhance their arbitrator skills. The text looks at the evolution of securities arbitration over the last 20 years, identifies the responsibilities assigned to each of the parties in securities arbitration, and examines attorneys' ethical responsibilities involved in deciding whether to take a case.

{44} ARBITRATION—GENERAL
{106} SUBJ MATTER: SECURITIES
{138} ETHICS: GENERAL

WALTER B. ROBERTS, *BULLYING FROM BOTH SIDES: STRATEGIC INTERVENTIONS FOR WORKING WITH BULLIES & VICTIMS* (2006).

Beginning with a thorough explanation of the causes and effects of bullying in our schools, this book is a user-friendly guide for education professionals to coping with bullying in schools. The author explores ways to prevent bullying as well as ways to effectively counsel both the bully and the victim.

{21} MEDIATION—GENERAL
{83} SUBJ MATTER: EDUCATION
{134} DISPUTE PREVENTION

G. RICHARD SHELL, *BARGAINING FOR ADVANTAGE: NEGOTIATION STRATEGIES FOR REASONABLE PEOPLE* (2006).

This book attempts to illuminate how individuals are constantly using negotiation tactics in their everyday life. Shell uses real world examples, practical applications, and resources to help the everyday person identify the world-class negotiator within.

{1} NEGOTIATION—GENERAL
{79} SUBJ MATTER: CONSUMER
{155} TEACHING

MARGOT TAYLOR, *NEGOTIATION 2006–2007* (2006).

This book discusses the style, strategy, and tactics of negotiation, as well as preparation and planning for legal negotiations. It discusses the role of argument in persuasion and information exchange. It also discusses effective communication during negotiations and enforcement of a negotiated agreement. The book goes through the entire process of negotiation, beginning with preparation, planning, and analysis of objectives, and then discussing the structure and tactics to be used during the negotiation, and

finishing with recording the negotiated agreement and assessing appropriate dispute resolution methods.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{122} SETTLEMENT: ENFORCEMENT OF SETTLEMENT OR AWARD

{136} ECONOMIC ADVANTAGES OF ADR

LEIGH L. THOMPSON, NEGOTIATION THEORY AND RESEARCH (2006).

Thompson focuses on the social and psychological aspects of mediation. The book focuses on how factors like culture, gender, emotions, and perception influence the negotiating process. By focusing on the negotiation relationship, this book is able to offer new negotiation strategies.

{1} NEGOTIATION—GENERAL

{77} SUBJ MATTER: COMMUNITY

{124} COMPARISONS: CROSS-CULTURAL

GREGORY TILLET, RESOLVING CONFLICT: A PRACTICAL APPROACH (2006).

This book covers a wide range of areas, including ethical, environmental, industrial, and neighborhood conflict with theory and case studies. There is an emphasis on creative solutions to problem solving, revised to reflect the needs of academics and professional counselors.

{60} ADR—GENERAL

{73} SUBJ MATTER: GENERAL

{138} ETHICS: GENERAL

PETER WALLENSTEEN, UNDERSTANDING CONFLICT RESOLUTION: WAR, PEACE, AND THE GLOBAL SYSTEM (2006).

The first part of the book reviews the development of conflict resolution since the Cold War and demonstrates various approaches to conflict analysis. The book discusses conflict resolution in the contemporary global environment and explores the settlement of three major types of international conflict: inter-state, internal, and those arising from state formation. The book also poses questions regarding the future of conflict resolution. The new edition is up to date with coverage of the “war on terror” and other international events.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT’L

MICHAEL WATKINS, SHAPING THE GAME: THE NEW LEADER'S GUIDE TO EFFECTIVE NEGOTIATION (2006).

The most important skill new leaders need to learn, in this author's view, is the skill of effective negotiating. To aide the reader in developing this skill, Watkins discusses the structure and process of negotiations, and outlines four key strategies all new negotiators should learn, encouraging them to shape the "game" of their negotiations.

{1} NEGOTIATION—GENERAL

{81} SUBJ MATTER: CORPORATE

{134} DISPUTE PREVENTION

DOUGLAS H. YARN & GREGORY TODD JONES, ALTERNATIVE DISPUTE RESOLUTION: PRACTICE AND PROCEDURE IN GEORGIA (2006).

This is a book on alternative dispute resolution for Georgia lawyers. This book discusses the forms, procedures, and hybrids of ADR to inform lawyers on how to instruct and advise their clients. The book discusses dispute processing mechanisms, and it explores negotiation, mediation, and arbitration in detail. It discusses issues and strategies for mediators and arbitrators and gives detailed explanations of different methods of ADR. The book also discusses court-connected ADR processes and private variations and hybrids of ADR processes.

{60} ADR—GENERAL

{73} SUBJ MATTER: GENERAL

{136} ECONOMIC ADVANTAGES OF ADR

{155} TEACHING

I. WILLIAM ZARTMANN, NEGOTIATING WITH TERRORISTS (2006).

A book exploring the value of negotiation as a tool for dealing with terrorists. While some terrorists may be immune to negotiation, many are not. The book categorizes different types of terrorists and suggests different approaches to negotiation as a consequence of said distinctions.

{1} NEGOTIATION—GENERAL

{82} SUBJ MATTER: CRIMINAL

{155} TEACHING