

## BIBLIOGRAPHY SUBJECT HEADING LIST

### Reference Index Key

#### I. NEGOTIATION (strategies and theories)

##### With or Without Assistance of a 3rd-party Neutral

General                    NEG: W/ OR W/O ASSIST OF 3D-  
PARTY NEUTRAL-GENERAL

##### With or Without Assistance of a 3rd-party Neutral - Theories

General                    NEG: W/ OR W/O ASSIST OF 3D-  
PARTY NEUTRAL-THEORY:  
GENERAL

Cooperative                NEG: W/ OR W/O ASSIST OF 3D-  
PARTY NEUTRAL- COOPERATIVE

Game Theory                NEG: W/ OR W/O ASSIST OF 3D-  
PARTY NEUTRAL- GAME THEORY

Economic                    NEG: W/ OR W/O ASSIST OF 3D-  
PARTY NEUTRAL- ECONOMIC

Negotiator's  
Dilemma                    NEG: W/ OR W/O ASSIST OF 3D-  
PARTY NEUTRAL- NEGOTIATOR'S  
DILEMMA

##### Tactics, Strategies and Techniques

General                    NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- GENERAL

Preparation                NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- PREP

Threats                    NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- THREATS

False Demands              NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- FALSE DEMANDS

Power                      NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- POWER

Cooperative Tech.            NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- COOP TECHNIQUES

Objective Criteria            NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- USE OF OBJ  
CRITERIA

Other Areas                NEG: TACTICS, STRATEGIES AND  
TECHNIQUES- OTHER

Eval. Options & Offers      NEG: EVAL OF OPTIONS AND  
OFFERS

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<b>Cultural Considerations</b>	NEG: CULTURAL CONSIDERATIONS
<b>Psychological Considerations</b>	NEG: PSYCH CONSIDERATIONS
<b>Bargaining Teams</b>	NEG: USE OF BARGAINING TEAMS
<b>Agents</b>	NEG: USE OF AGENTS

**II. MEDIATION**

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<b>Counseling</b>	MED: COUNSELING
<b>Caucusing</b>	MED: CAUCUSING
<b>Representation of Client</b>	MED: REP OF A CLIENT DURING PROCESS
<b>Drafting</b>	MED: DRAFTING SETTLEMENT AGREEMENTS
<b>Mediation Centers</b>	MED: FEES, FUNDING, AND ADMIN OF MEDIATION CENTERS
<b>Independent Attn Review</b>	MED: IND ATTY REVIEW
<b>Communication</b>	MED: ENCOURAGING COMM AND NEG
<b>Guidelines</b>	MED: OPENING AND SETTING GUIDELINES
<b>Pre-trial Conferences</b>	MED: PRETRIAL CONF
<b>Negotiated Rule-Making</b>	MED: NEGOTIATED RULE- MAKING
<b>Theories &amp; Strategies</b>	MED: RELATED PURPOSES- THEORY AND STRATEGIES
<b>Public Policy</b>	MED: PUBLIC POLICY DIALOGUE
<b>Other Settlement Devices</b>	MED: OTHER JUDICIAL SETTLEMENT DEVICES
<b>Timing</b>	MED: TIMING
<b>Agreement to Use</b>	MED: OBTAINING AGREEMENT TO USE
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<b>Selection of Appropriate Processes</b>	<b>SELECTION OF APPROPRIATE PROCESS</b>
<b>Senior Citizens as Parties</b>	<b>SENIOR CITIZENS AS PARTIES</b>
<b>Subpoena and Discovery for Dispute Resolution Hearing</b>	<b>SUBPOENA AND DISCOVERY</b>
<b>Teaching</b>	<b>TEACHING</b>