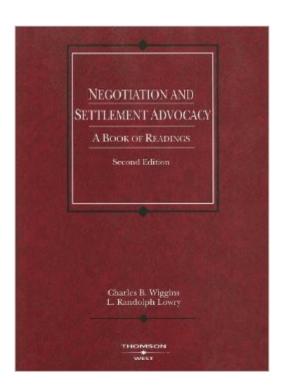
The book was found

Negotiation And Settlement Advocacy: A Book Of Readings (American Casebook Series)





Synopsis

This collection of negotiation materials represents what the authors consider the most instructive and provocative writings in the field. Includes interesting case studies and intriguing treatments of peripheral topics. Each chapter is introduced by a short conceptual orientation. Organized to reflect over a decade of experience teaching in several law schools, and providing negotiation training for law firms, businesses, bar associations, and government officials. The organizational format has proved resilient across cultures, in work conducted for political, academic, social, and business leaders throughout Central Europe, the former Soviet Union, Asia, and India. For use as a foundation to build a supplemental collection.

Book Information

Series: American Casebook Series

Paperback: 688 pages

Publisher: West Academic Publishing; 2 edition (February 28, 2008)

Language: English

ISBN-10: 0314147284

ISBN-13: 978-0314147288

Product Dimensions: 1.2 x 7 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 (3 customer reviews)

Best Sellers Rank: #64,501 in Books (See Top 100 in Books) #3 in Books > Law > Business >

Arbitration, Negotiation & Mediation #15 in Books > Textbooks > Law > Legal Reference #33

in Books > Law > Business > Reference

Customer Reviews

You probably got assigned this book for a class, but I think you'll be impressed with what's inside.It contains a lot of good information on diverse topics like negotiation strategy, leverage, ethics, and proper representation of clients. Some of it is a bit wordy, because it comes from academic writers, but the articles are generally good if you look past a bit of "academia-speak."For other books on the subject, I recommend "Getting to Yes" which contains a great description of the "collaborative" approach to negotiation, which is good for negotiations with long-term partners (employees/employers, suppliers, clients, etc.) Our professor assigned this book, and I found it was a very good description of how to negotiate when you don't just want to cut throats, but are trying to build a relationship that is mutually beneficial.

I am an investment banker and business broker in the ASC, Ambulatory Surgery center and Radiation oncology markets. I work with buyers and sellers. I have read over 100 sales and negoiations books. I have taken many graduate level classes as well. This book was written for lawyers but it is a great read. It is made up of short research based readings. It really gives you an in dept understanding of how the parties work in the negotiations process. It is a must read for people that are involved in complex negoiations. Also read Negotiation Genius and the mind and heart of the negotiatorBlayne Rush[...]

This was great! The book was in excellent condition. Very good value for my money. Really enjoyed this, thanks for your help.

Download to continue reading...

Negotiation and Settlement Advocacy: A Book of Readings (American Casebook Series) Effective Legal Negotiation and Settlement, Eighth Edition Legal Negotiation: Theory and Practice (American Casebook Series) Structured Settlement Basics - Understanding Structured Settlement Buying, Selling and Investing The \$100,000 Auto Injury Settlement Kit: How to Win the Highest Auto Insurance Settlement for Your Personal Injuries, With or Without an Attorney Trial Advocacy: Inferences, Arguments and Techniques (American Casebook Series) Effective Appellate Advocacy: Brief Writing and Oral Argument (American Casebook Series) Advocacy on Appeal (American Casebook Series) Fundamental Trial Advocacy, 2d (American Casebook Series) American Indian Law, Cases and Commentary, 2d (American Casebook) (American Casebook Series) Murray and DeSanctis' Advanced Legal Writing and Oral Advocacy: Trials, Appeals, and Moot Court (Interactive Casebook Series) (English and English Edition) Introduction to Advocacy: Research, Writing and Argument (7th Edition) (University Casebook Series) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) Negotiation: Processes for Problem Solving (Aspen Casebook) Lawyer Negotiation: Theory Practice & Law Second Edition (Aspen Casebook) Law and the Mental Health System: Civil and Criminal Aspects (American Casebook) (American Casebook Series) Workers' Compensation, Cases and Materials, 6th (American Casebook) (American Casebook Series) Cases and Materials on Patent Law (American Casebook) (American Casebook Series) Cases and Materials on Criminal Law, 5th (American Casebook) (American Casebook Series)

Dmca