

The book was found

Legal Negotiation Theory & Strategy 2e



Synopsis

<p> Companion Website: www.aspenlawschool.com/books/korobkin </p> <p> Negotiation: Theory and Strategy combines narrative text, materials from the social sciences, and cutting-edge legal scholarship. Organized into a logical analytic framework, Korobkin's conceptual approach provides students with an effective structure for understanding the negotiation process and improving their skills. This concise casebook, along with simulations included in the teacher's manual, teaches students how to analyze and apply strategic concepts through analysis and problem solving. </p> <p> Negotiation: Theory and Strategy, Second Edition, features: </p> introductions to theoretical perspectives that provide different avenues for approaching negotiation: economics and game theory cognitive and social psychology legal and business analysis excerpts from leading negotiation scholars that reflect a variety of fields, such as law, business, psychology, and economics complete teaching materials that will support a two-, three-, or four-unit negotiation course and include: narrative text and excerpted materials questions and problems for in-class discussion negotiation simulation exercises (in the Teacher's Manual*) a modular chapter design that adapts to a variety of teaching objectives clear and engaging writing generous use of hypotheticals and examples <p> Updated throughout, the Second Edition offers: </p> expanded discussion of the role of emotions and aspirations additional coverage of multiparty negotiation, gender, trust, and the use of mediation additional negotiation simulations to encourage students to practice on core topics <p> With its flexible organization that is easily adapted to a variety of teaching objectives, Negotiation: Theory and Strategy, Second Edition, promises a stimulating class experience along with generous teaching support. </p> <p> *A Teacher's Manual may be available for this book. Teacher's Manuals are a professional courtesy offered to professors only. For more information or to request a copy, please contact Aspen Publishers at 800-950-5259 or legaledu@wolterskluwer.com. </p> <p> </p> <p> </p> <p> </p> </p>

Book Information

Hardcover: 480 pages

Publisher: Aspen Publishers; 2 edition (May 13, 2009)

Language: English

ISBN-10: 0735570671

ISBN-13: 978-0735570672

Product Dimensions: 6.5 x 1.2 x 9.5 inches

Shipping Weight: 2 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars 3 customer reviews

Best Sellers Rank: #414,523 in Books (See Top 100 in Books) #71 in Books > Law > Business > Arbitration, Negotiation & Mediation #1317 in Books > Law > Rules & Procedures #4410 in Books > Business & Money > Management & Leadership > Leadership

Customer Reviews

Book was good for the class.

Better than advertised!

Most casebooks are exactly that, a conglomeration of different cases. However, this book deviates from that standard and provides explanations and helps you understand the concepts you're supposed to be learning from the case itself.

[Download to continue reading...](#)

Legal Negotiation Theory & Strategy 2e Negotiation: Negotiation (Irwin Management) Negotiation: Theory and Strategy (Aspen Casebook) Legal Negotiation: Theory and Practice (Coursebook) Environmental Justice: Legal Theory and Practice, 3d: Legal Theory and Practice (Environmental Law Institute) John Austin, Jurists: Profiles in Legal Theory Series (Stanford Law Books - Jurists: Profiles in Legal Theory) Effective Legal Negotiation and Settlement, Eighth Edition Legal Reasoning and Legal Writing: Structure, Strategy, and Style, Seventh Edition (Aspen Coursebook) Science, Strategy and War: The Strategic Theory of John Boyd (Strategy and History) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Negotiation: Theory and Practice Lawyer Negotiation: Theory, Practice, and Law Magic The Gathering: Rules and Getting Started, Strategy Guide, Deck Building For Beginners (MTG, Deck Building, Strategy) Complete GMAT Strategy Guide Set (Manhattan Prep GMAT Strategy Guides) Manhattan GMAT Complete Strategy Guide Set, 5th Edition [Pack of 10] (Manhattan Gmat Strategy Guides: Instructional Guide) Manhattan

GMAT Set of 8 Strategy Guides, Fourth Edition (Manhattan GMAT Strategy Guides) GMAT Quantitative Strategy Guide Set (Manhattan Prep GMAT Strategy Guides) GMAT Algebra Strategy Guide (Manhattan Prep GMAT Strategy Guides) The Simple Strategy - A Powerful Day Trading Strategy For Trading Futures, Stocks, ETFs and Forex Forex Made Simple: 20 Forex Trading Strategy (A Step-By-Step Trading Strategy For 1 Hour Time Frame)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)