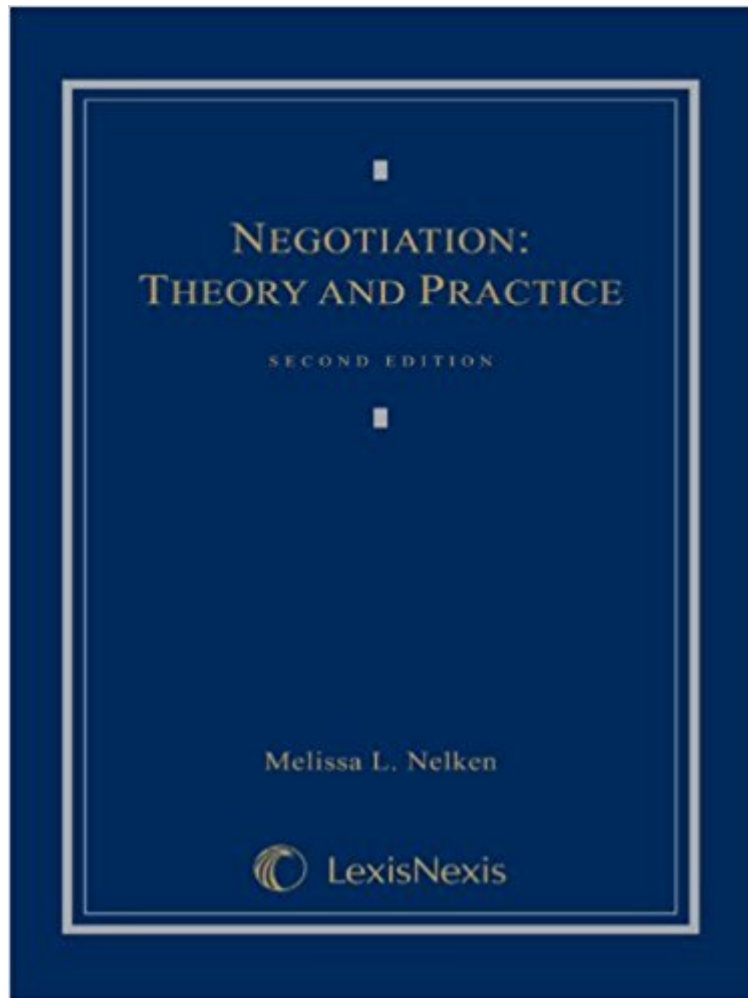




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Negotiation: Theory And Practice



Synopsis

This successor volume to *Understanding Negotiation* is a valuable resource for understanding the dynamics, strategies, and ethics of negotiating. This revised and updated edition includes two entirely new chapters on topics that are seldom covered in basic negotiation texts—gender and culture in negotiation and multiparty negotiation. The book offers law students the tools they need to develop effective legal negotiating skills. In addition to the foundational topics of distributive and integrative bargaining, Professor Nelken addresses the psychology of the negotiating process and, of particular importance to future attorneys, ethical issues and the lawyer-client relationship. Each chapter begins with introductory material from the author to provide a framework for understanding the readings that follow. The readings are a broad selection of the best scholarship in the area, including both classic texts and excellent research from other disciplines that is generally unfamiliar to lawyers.

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