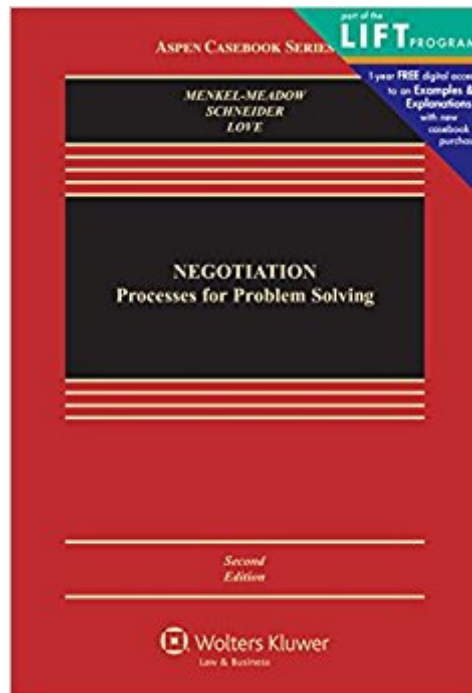




The book was found

# Negotiation: Processes For Problem Solving (Aspen Casebook)



## Synopsis

When you purchase a new version of this casebook from the LIFT Program, you receive 1-year FREE digital access to the corresponding Examples & Explanations in your course area. Now available in an interactive study center, Examples & Explanations offer hypothetical questions complemented by detailed explanations that allow you to test your knowledge of the topics covered in class. Starting July 1, 2017, if your new casebook purchase does not come with an access code on the inside cover of the book, please contact Wolters Kluwer customer service. The email address and phone number for customer service are on the copyright page, found within the first few pages, of your casebook. A distinguished team of leaders in the field of dispute resolution offers a thorough treatment of negotiation skills, ethics, and problem-solving techniques. Comprehensive and current, *Negotiation: Processes for Problem Solving* covers the theory, skills, ethical issues, and legal and policy analyses relevant to all key areas of negotiation practice. Carefully selected cases are supported by key readings, from critical articles and empirical studies to statutes and regulations. The Second Edition looks at the latest interdisciplinary approaches to negotiation, including new empirical studies examining on-line negotiation, social and cognitive psychology, gender and negotiation, and multiple party negotiation. New research is distilled for use by law students and practicing lawyers. New and complex examples from international negotiation problems come from both private and public environments. The Second Edition explores new forms of complex negotiation in international, multi-party and diverse settings and considers negotiators as problem-solving lawyers. The text is perfectly suited to free standing negotiation courses in American and foreign law schools. Features: a thorough treatment of negotiation skills, ethics, and problem-solving techniques comprehensive, current coverage theory skills ethical issues legal and policy analyses relevant to all key areas of negotiation practice distinguished authors are leaders in the field of dispute resolution carefully selected cases supported by key readings, from critical articles and empirical studies to statutes and regulations

## Book Information

Series: Aspen Casebook

Paperback: 600 pages

Publisher: Wolters Kluwer; 2 edition (June 30, 2014)

Language: English

ISBN-10: 1454802642

ISBN-13: 978-1454802648

Product Dimensions: 7.4 x 1.3 x 9.8 inches

Shipping Weight: 2.4 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #243,981 in Books (See Top 100 in Books) #41 in [Books > Law > Business > Arbitration, Negotiation & Mediation](#) #235 in [Books > Law > Rules & Procedures > Civil Procedure](#) #2746 in [Books > Textbooks > Law](#)

## Customer Reviews

Great book. Excellent condition.

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

Negotiation: Processes for Problem Solving (Aspen Casebook) Dispute Resolution: Negotiation Mediation and Other Processes (Aspen Casebook) Cases and Materials on Torts [Connected Casebook] (Looseleaf) (Aspen Casebook) (Aspen Casebook Series) CRITICAL THINKING: A Beginner's Guide To Critical Thinking, Better Decision Making, And Problem Solving ! ( critical thinking, problem solving, strategic thinking, decision making) Clinical Problem Solving in Orthodontics and Paediatric Dentistry, 2e (Clinical Problem Solving in Dentistry) Clinical Problem Solving in Orthodontics and Paediatric Dentistry - E-Book (Clinical Problem Solving in Dentistry) Clinical Problem Solving in Periodontology and Implantology, 1e (Clinical Problem Solving in Dentistry) Criminal Law and Its Processes: Cases and Materials [Connected Casebook] (Aspen Casebook) Negotiation: Theory and Strategy (Aspen Casebook) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Negotiation: Negotiation (Irwin Management) Federal Income Tax: A Problem-Solving Approach (Carolina Academic Press Law Casebook) Criminal Law and Its Processes: Cases and Materials (Aspen Casebook Series), 9th Edition International Law: Norms, Actors, Process: A Problem-Oriented Approach (Aspen Casebook) Aspen Handbook for Legal Writers: A Practical Reference [Connected Casebook] (Aspen Coursebook) Sports Law & Regulation: Cases Materials & Problems, Third Edition (Aspen Casebook) (Aspen Casebooks) Commentaries and Cases on the Law of Business Organizations [Connected Casebook] (Aspen Casebook Series) Constitutional Law [Connected Casebook] (Aspen Casebook) Federal Income Taxation [Connected Casebook] (Aspen Casebook) Wills, Trusts, and Estates, Tenth Edition [Connected Casebook] (Aspen Casebook)

[Contact Us](#)

[DMCA](#)

Privacy

FAQ & Help