

## Readings in Negotiation & Related Topics

- Raiffa, Howard, *Negotiation Analysis: The Science and Art of Collaborative Decision Making*
- Cialdini, Robert, *Influence: Science and Practice*, 4<sup>th</sup> ed. (Allyn & Bacon, 2001)
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- Gladwell, Malcolm, *Blink*
- Gladwell, Malcom, *The Tipping Point*
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- Lowenstein, Roger, *When Genius Failed* (Random House, 2001)
- Thompson, Leigh L. *The Mind and Heart of the Negotiator* (Prentice-Hall, 2001)
- Roger Fisher, et al., [Getting to Yes : Negotiating Agreement Without Giving In](#) (2nd ed. 1991).
- Hammond, Raiffa, and Keeney, [Smart Choices](#) (Harvard Business School Press, 1999) Roger Fisher, et al., [Beyond Machiavelli : Tools for Coping with Conflict](#) (1996).
- Robert H. Mnookin, et al., [Beyond Winning : Negotiating to Create Value in Deals and Disputes](#) (2000).
- Douglas Stone, et al., [Difficult Conversations : How to Discuss What Matters Most](#) (2000).
- Bazerman, [Judgment in Managerial Decision Making](#) (Wiley, 2002)
- Kolb and Williams, [The Shadow Negotiation](#), (Simon and Schuster, 2000)
- Lax and Sebenius, [The Manager as Negotiator: Bargaining for Cooperation and Competitive Gain](#) (Free Press, 1986)
- Mnookin, Peppet, and Tulumello, [Beyond Winning: Negotiating to Create Value in Deals and Disputes](#) (Harvard University Press, 2000)
- Salacuse, [Making Global Deals](#) (Houghton-Mifflin, 1991)
- Stone, Patton, and Heen, [Difficult Conversations](#) (Viking, 1999)
- Susskind and Field, [Dealing with an Angry Public](#) (Free Press, 1996)
- Ury, [Getting Past No](#) (Bantam, 1993)