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reading...for anyone...who
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BEYOND WINNING

**NEGOTIATING TO CREATE
VALUE IN DEALS AND DISPUTES**

ROBERT H. MNOOKIN

Director of the Harvard Negotiation Research Project

Scott R. Peppet and Andrew S. Tulumello

Beyond Winning Negotiating To Create Value In Deals And Disputes

Tom M. van Engers



Beyond Winning Negotiating To Create Value In Deals And Disputes:

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Information Technology Arno R. Lodder, John Zeleznikow, 2010-06-03 Alternative dispute resolution has now supplanted litigation as the principal method of dispute resolution This overview of dispute resolution addresses practical developments in areas such as family law plea bargaining industrial relations and torts The authors elaborate on the necessary legal safeguards that should be taken into account when developing technology enhanced dispute resolution and explore a wide range of potential applications for new information technologies in dispute resolution **The Handbook of Dispute Resolution** Michael L. Moffitt, Robert C. Bordone, 2012-06-28 This volume is an essential cutting edge reference for all practitioners students and teachers in the field of dispute resolution Each chapter was written specifically for this collection and has never before been published The contributors drawn from a wide range of academic disciplines contains many of the most prominent names in dispute resolution today including Frank E A Sander Carrie Menkel Meadow Bruce Patton Lawrence Susskind Ethan Katsh Deborah Kolb and Max Bazerman The Handbook of Dispute Resolution contains the most current thinking about dispute resolution It synthesizes more than thirty years of research into cogent practitioner focused chapters that assume no previous background in the field At the same time the book offers path breaking research and theory that will interest those who have been immersed in the study or practice of dispute resolution for years The Handbook also offers insights on how to understand disputants It explores how personality factors emotions concerns about identity relationship dynamics and perceptions contribute to the escalation of disputes The volume also explains some of the lessons available from viewing disputes through the lens of gender and cultural differences Legal Knowledge and Information Systems Tom M. van Engers, 2006 Proceedings of the conference held Dec 7 9 2006 at the Universit Pantheon Assas Paris II France

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