

Suggested Readings in Negotiation, Communication and Conflict Management

Argyris, Chris, *Knowledge for Action*. San Francisco: Jossey-Bass, 1993

Bazerman, Max H. and Neale, Margaret A., *Negotiating Rationally*. New York: Free Press, 1992

Brown, Scott, *How to Negotiate with Kids... even when you think you shouldn't*. New York, Viking Penguin, 2003

Faure, Guy Oliver and Jeffrey Z. Rubin, *Culture and Negotiation*. California, Sage Publications, Inc., 1993

Fisher, Roger and Alan Sharp. *Getting It Done: How to Lead When You're Not in Charge*. New York: HarperCollins Publishers, Inc., 1998

Fisher, Roger, Ury, William L. and Patton, Bruce. *Getting to Yes*. New York: Penguin Books, 1991

Gelfand, Michele J. and Brett, Jeanne M., eds., *The Handbook of Negotiation and Culture*. Stanford: Stanford University Press, 2004

Lax, David A. and James K. Sebenius. *3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals*. Harvard Business School Press, 2006

Stone, Douglas, Bruce Patton, and Sheila Heen. *Difficult Conversations: How to Discuss What Matters Most*. New York: Viking, 1999

Ury, William L. *Getting Past No: Negotiating with Difficult People*. New York: Bantam Books, 1991