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Principled negotiation has many of these same

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complications. Since the parties are not simply pushing each other towards a bottom line, the deals become collaborative, creative, and potentially complex. Storyboard negotiations or outcomes can be of particular use during preparation:

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48 CFR Federal Acquisition Regulations System (FARS)

Describes a method of negotiation that

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isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

Combining insights in negotiation research with the tactics used by some of the world's leading business strategists, *Bargaining for Advantage* is a practical guide to becoming a more effective negotiator. Richard Shell explores the hidden psychology and patterns that govern every bargaining situation. Driven by stories about everything from hostage taking and high stakes business deals to everyday encounters, this work offers a step-by-step approach that draws on your own communication style to make you a skilful negotiator.

This is a comprehensive text designed to introduce paralegal students to the range of dispute resolution tools available to legal professionals. In a clear and accessible format, the text combines straightforward textual explanations with practical examples. Each chapter includes a wealth of end-of-chapter activities that reinforce the concepts discussed in the text, including practice test questions, review questions, application questions and practice exercises. **Key Benefits:** A book designed specifically for paralegal students –coverage is extensive

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and the methodology is appropriate for paralegal study. Examples and end-of-chapter exercises that provide the basis for classroom discussions, role plays and opportunities for students to practice paralegal skills. Up-to-date, relevant coverage of new, cutting-edge areas of ADR with a solid introduction to the basics. Discussion of the nature and dynamics of conflicts, followed by a comparison of litigation with other dispute resolution methods.

Breakthrough Business Negotiation is a definitive guide to negotiating in any business situation. This smart and practical book by Michael Watkins, a leading expert in negotiation at Harvard Business School, presents principles that apply to any negotiation situation and tools to achieve breakthrough results. Step by step, Breakthrough Business Negotiation demonstrates how to diagnose a situation, build coalitions, manage internal decision making, persuade others, organize a deal cycle, and create strategic alliances. Watkins also explains how to prevent disputes from poisoning deals.

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