Rising Tide Web Pages

2018

Rising Tide_Negotiating_Faculty

University of Maine Rising Tide Center

Follow this and additional works at: https://digitalcommons.library.umaine.edu/risingtide_web

Part of the Higher Education Commons

Repository Citation
University of Maine Rising Tide Center, "Rising Tide_Negotiating_Faculty" (2018). Rising Tide Web Pages. 8.
https://digitalcommons.library.umaine.edu/risingtide_web/8

This Other is brought to you for free and open access by DigitalCommons@UMaine. It has been accepted for inclusion in Rising Tide Web Pages by an authorized administrator of DigitalCommons@UMaine. For more information, please contact um.library.technical.services@maine.edu.
Selected Bibliography

Beyond Reason: Using Emotions as You Negotiate
Roger Fisher and Daniel Shapiro

Crucial Conversations: tools for talking when the stakes are high
Kerry Patterson, Joseph Grenny, Ron McMillan, Al Switzler

Crucial Confrontations:
Kerry Patterson, Joseph Grenny, Ron McMillan, Al Switzler

Difficult Conversations: How to Discuss What Matters Most
Douglas Stone, Bruce Patton and Shelia Heen

Getting to YES: Negotiating Agreement Without Giving In
Roger Fisher, William Ury, and Bruce Patton (for the 2nd edition)
A negotiations classic.

Getting Ready To Negotiate: The Getting To Yes Workbook
Roger Fisher and Danny Ertel
New York, NY: Penguin Group, 2005

Negotiating While Female: Legal Study for the Law Review
Andrea Kupfer Schneider
Milwaukee, Wisconsin, Marquette University Law School, 2017

Negotiating Genius
Deepak Malhotra and Max Bazerman

The Power of a Positive No
William Ury

The Shadow Negotiation: How Women Can Master the Hidden Agendas that Determine Bargaining Success
Deborah M. Kolb and Judith Williams

The Upside of Stress: why stress is good for you and how to get good at it
Kelly McGonigal

Ask For It
Linda Babcock and Sara Laschever
New York: Bantam Books (Random House, Inc.), 2008,
which follows their earlier book: