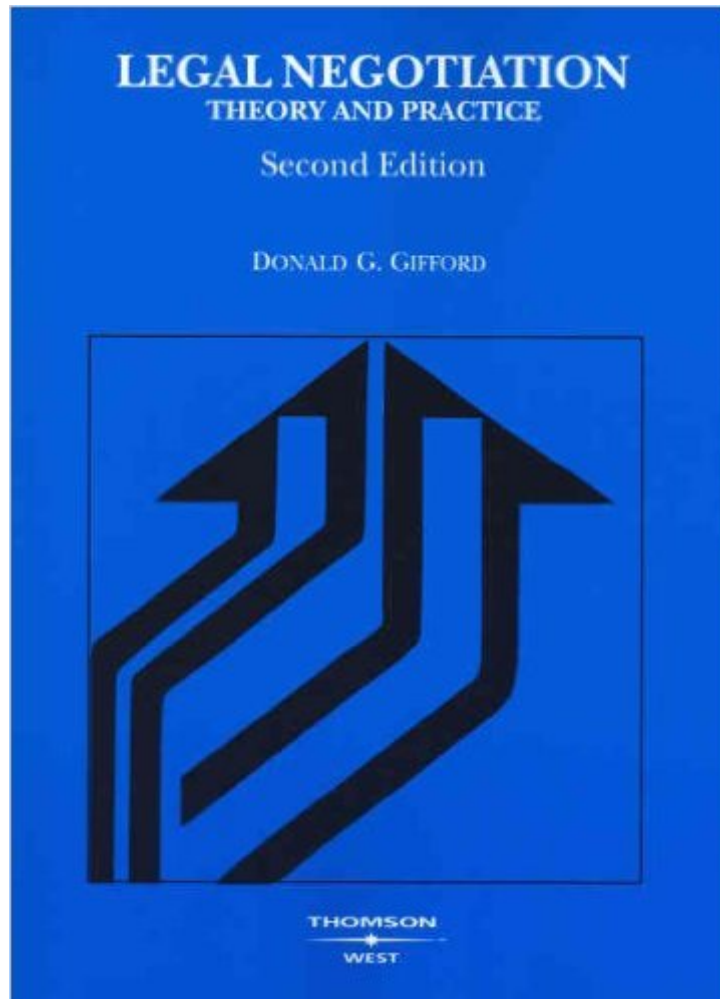


The book was found

Legal Negotiation: Theory And Practice (American Casebook Series)



Synopsis

Long-awaited second edition of this classic negotiation text, for the first time including an extensive Teacher's Manual packed with simulation problems and other classroom exercises. Specifically designed to teach students how to negotiate in the actual practice of law, but derived from the ongoing research of social science, law, and business school scholars. Sample dialogue illustrates specific negotiation tactics. Includes discussion of both the influence of race, gender, and nationality on the bargaining process and alternative dispute resolution processes.

Book Information

Series: American Casebook Series

Paperback: 260 pages

Publisher: West Academic Publishing; 2 edition (September 17, 2007)

Language: English

ISBN-10: 0314159126

ISBN-13: 978-0314159120

Product Dimensions: 0.5 x 7 x 9.8 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 4.0 out of 5 stars See all reviews (2 customer reviews)

Best Sellers Rank: #541,570 in Books (See Top 100 in Books) #37 in Books > Law > Rules & Procedures > Alternative Dispute Resolution #81 in Books > Law > Business > Arbitration, Negotiation & Mediation #4173 in Books > Textbooks > Law

Customer Reviews

This book, although small, is quite powerful. It gives you a plethora of different techniques to use in legal negotiations. The different mock scenarios that are given give a great deal of insight into how a play on words can alter a negotiator's negotiations technique. There are three different techniques that legal negotiators use: problem-solving, cooperative and competitive. Each negotiation tactic, employed at the right time, can be a powerful tool in achieving what is best for your client. The trick is timing and practice!

This book summarizes the ideas in academic books such as *Getting to Yes* in the first few chapters. The authors then apply different tactics and techniques in a practical way. A little pricey but the format saves time.

[Download to continue reading...](#)

Legal Negotiation: Theory and Practice (American Casebook Series) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Lawyer Negotiation: Theory Practice & Law Second Edition (Aspen Casebook) Negotiation and Settlement Advocacy: A Book of Readings (American Casebook Series) Legal Theory and the Legal Academy: Volume III (The Library of Essays in Contemporary Legal Theory) American Indian Law, Cases and Commentary, 2d (American Casebook) (American Casebook Series) The Redbook: A Manual on Legal Style, 3d: A Manual on Legal Style (American Casebook Series) Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) Negotiation: Processes for Problem Solving (Aspen Casebook) Law and the Mental Health System: Civil and Criminal Aspects (American Casebook) (American Casebook Series) Effective Legal Negotiation and Settlement, Eighth Edition Workers' Compensation, Cases and Materials, 6th (American Casebook) (American Casebook Series) Cases and Materials on Patent Law (American Casebook) (American Casebook Series) Cases and Materials on Criminal Law, 5th (American Casebook) (American Casebook Series) Remedies: Cases, Practical Problems and Exercises, 2d (American Casebook) (American Casebook Series) Legal Negotiation in a Nutshell Learning from Practice: A Professional Development Text for Legal Externs (American Casebook Series) The Methodology of Legal Theory: Volume I (The Library of Essays in Contemporary Legal Theory) Nurse Practitioner's Business Practice And Legal Guide (Buppert, Nurse Practitioner's Business Practice and Legal Gu) Legal Thriller: The Spy Files, A Courtroom Drama: A Brent Marks Legal Thriller (Brent Marks Lawyer Legal Thrillers Series Books Book 7)

[Dmca](#)