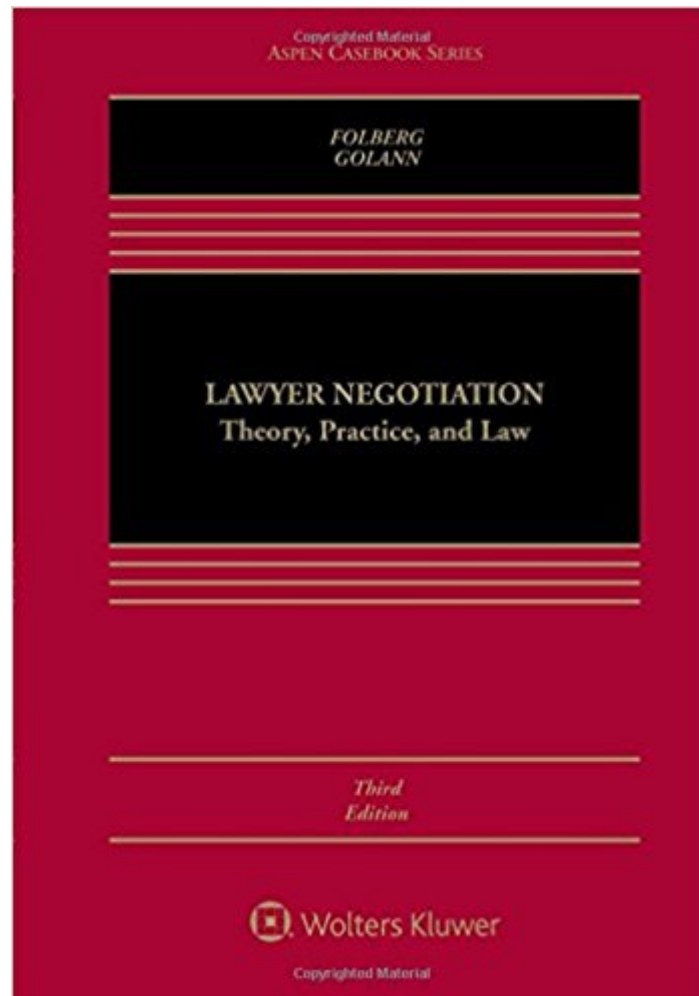




Ebook Directory
the best source of ebook

The book was found

Lawyer Negotiation: Theory, Practice, And Law (Aspen Casebook)



Synopsis

Designed to prepare law students to negotiate knowledgeably and successfully as lawyers representing clients, *Lawyer Negotiation: Theory, Practice, and Law*, Third Edition, features an integrated approach that combines theory, skills, negotiation strategy, ethics, and law. A very readable, interesting, and lively text for any law school Negotiation course, this book reflects the authors' experience as negotiators, mediators, ADR teachers, and trainers. Interesting notes, thoughtful problems and provocative questions throughout the text raise practical negotiation challenges and policy issues. Excerpts from other leading authors are included, allowing for diverse ideas to be presented on negotiation techniques, and eliminating the need for supplemental material. In addition, examples are included from cases, literature, and the authors' files.

Key Features: Retains the same popular format as previous editions while incorporating user recommendations. Updated and new excerpts from leading experts presenting different views on practice challenges. Fresh notes and examples. Additional coverage on causes of conflict, heuristics, the role of emotions, and decision science. New material on telephone, email, and cyber negotiation. More helpful advice for effectively representing clients and negotiating in mediation.

Book Information

Series: Aspen Casebook

Paperback: 416 pages

Publisher: Wolters Kluwer; 3 edition (March 15, 2016)

Language: English

ISBN-10: 1454852062

ISBN-13: 978-1454852063

Product Dimensions: 7 x 0.9 x 10 inches

Shipping Weight: 1.4 pounds (View shipping rates and policies)

Average Customer Review: 3.0 out of 5 stars Â Â See all reviews Â (1 customer review)

Best Sellers Rank: #784,782 in Books (See Top 100 in Books) #60 in Â Books > Law > Rules & Procedures > Alternative Dispute Resolution #137 in Â Books > Law > Business > Arbitration, Negotiation & Mediation #688 in Â Books > Law > Rules & Procedures > Civil Procedure

Customer Reviews

This was a good text book for my Masters program. I bought the Kindle version.

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

Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Lawyer Negotiation: Theory Practice & Law Second Edition (Aspen Casebook) Legal Negotiation: Theory and Practice (American Casebook Series) Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) Negotiation: Processes for Problem Solving (Aspen Casebook) Resolving Disputes: Theory, Practice, and Law (Aspen Casebook) Sports Law & Regulation: Cases Materials & Problems, Third Edition (Aspen Casebook) (Aspen Casebooks) Work of the Family Lawyer (Aspen Casebook Series) Problems in Contract Law: Cases and Materials [Connected Casebook] (Aspen Casebook) Property Law: Rules Policies and Practices [Connected Casebook] (Aspen Casebook) Property Law [Connected Casebook] (Aspen Casebook) Constitutional Law [Connected Casebook] (Aspen Casebook) Negotiation and Settlement Advocacy: A Book of Readings (American Casebook Series) What Every Good Lawyer Wants You to Know: An Insider's Guide on How to Reduce Stress, Reduce Costs and Get the Most From Your Lawyer Cleveland's Swimming Lessons for Baby Sharks: The Essential Guide to Thriving as a New Lawyer: The Essential Guide to Thriving as a New Lawyer (Career Guides) The Best Defense: The Courtroom Confrontations of America's Most Outspoken Lawyer of Last Resort-- the Lawyer Who Won the Claus von Bulow Appeal Ethical Problems in the Practice of Law (Aspen Casebook) Ethical Problems in the Practice of Law, 3rd Edition (Aspen Casebook) Cases, Problems, and Materials on Contracts [Connected Casebook] (Aspen Casebook) Evidence: Cases Commentary and Problems [Connected Casebook] (Aspen Casebook)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)