# NEGOTIATION

A listing of materials available at the Justice Institute Library  
Always current at:  [http://www.jibc.ca/library/research-help/bibliographies](http://www.jibc.ca/library/research-help/bibliographies)

## GENERAL BOOKS

25 Role Plays for Negotiation Skills  
by Ira Asherman and Sandy Asherman.  
(HD 58.6 A84 1995)

American Bar Association Satellite Seminar on Negotiation — Can You Trust Your Instincts?  
Chicago, IL:  American Bar Association.  
(KF 9084 A75 A57 1985)

The Art of Negotiation:  How to Improvise Agreement in a Chaotic World  
by Michael Wheeler.  
(HD 58.6 W49 2013)

Assessing Our Students:  Assessing Ourselves  
edited by Noam Ebner, James Coben, and Christopher Honeyman.  
Saint Paul, MN:  DRI Press.  
(BF 637 N4 A846 2012)

Bargaining with the Devil:  When to Negotiate, When to Fight  
by Robert Mnookin.  
(BF 637 N4 M58 2010)

Becoming a Skilled Negotiator  
by Kathleen Reardon.  
(HD 58.6 R433 2005)

Beyond the Walls of Conflict:  Mutual Gains Negotiating for Unions and Management  
by David S. Weiss.  
Chicago, IL:  Irwin Professional Publishing.  
(HD 6971.5 W45 1996)

Beyond Reason:  Using Emotions as You Negotiate  
by Roger Fisher and Daniel Shapiro.  
(BF 637 N4 F574 2006)

Beyond Winning:  Negotiating to Create Value in Deals and Disputes  
by Robert H. Mnookin, Scott R. Peppet, and Andrew S. Tulumello.  
(K 120 M66 2000)

Breakthrough Business Negotiation:  A Toolbox for Managers  
by Michael Watkins.  
(HD 58.6 W37 2002)

Bypass Court:  A Dispute Resolution Handbook  
by Genevieve A. Chornenki and Christine E. Hart.  
Markham, ON:  LexisNexis.  
(HM 1126 C563 2015)


Her Place at the Table: A Consideration of Gender Issues in Negotiation by Deborah M. Kolb and Gloria G. Coolidge. Cambridge, MA: Program on Negotiation at Harvard Law School. (BF 637 N4 K643 1988)

Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success by Deborah M. Kolb, Judith Williams, and Carol Frohlinger. San Francisco, CA: Jossey-Bass. (HD 6054.3 K65 2010)


Interpersonal Peacemaking: Confrontations and Third-Party Consultation by Richard E. Walton. Reading, MA: Addison-Wesley. (HF 5548.8 W26 1969)

Lectures on Negotiation Analysis by Howard Raiffa. Cambridge, MA: PON Books. (HD 58.6 R34 1997)


Negotiating Yukon First Nation Self-Government by David N. Roddick. Ottawa, ON: Carleton University. (E 78 Y8 R633 1995)


Negotiation: Level I. New Westminster, BC: Justice Institute of British Columbia, Centre for Conflict Resolution Training. (BF 637 N4 N44 2005) (Shelved in Course manuals. For Library use only.)

Negotiation: Level II. New Westminster, BC: Justice Institute of British Columbia, Centre for Conflict Resolution Training. (BF 637 N4 N45 2005) (Shelved in Course manuals. For Library use only.)


Negotiation: Redefining Success by Joseph Stanford. Ottawa, ON: Canadian Centre for Management Development. (HD 58.5 S725 1994)

The Negotiation Sourcebook edited by Ira Asherman and Sandy Asherman. Amherst, MA: Human Resource Development Press. (HD 58.6 N46 2001)


Never Split the Difference: Negotiating as If Your Life Depended on It by Chris Voss and Tahl Raz.


The Practice of Negotiation: Solving Disagreement through Skilled Discussion by Gordon Sloan and Jamie Chicanot. Victoria, BC: ADR Education. (HM 1126 C45 2009)


Resolve: Negotiating Life’s Conflicts with Greater Confidence by Hal Movius. Vancouver, BC: Lifetree Media Ltd. (BF 637 N4 M68 2017)


**NEGOTIATION**

The Theory and Practice of Representative Negotiation by Colleen Hanych, Frederick Zemans, and Trevor Farrow. Toronto, ON: Emond Montgomery. (HD 58.6 H268 2008)


**GENERAL DVDs**

**D023**  **Beyond Collision: High Integrity Labour Relations**  (DVD, 43 minutes)
Four stories where unions and management have moved beyond the collisions that bedevil so many union-management relationships. Together, the four stories reveal the values and practices of “high integrity” labour relations. (Modern Times Productions) (HD 6971 B493 2005)

**D493**  **The “Purple” House Conversations**  (DVD, 146 minutes)
This program features two on-going conversations. One is the conversation among the parties during the simulated mediation session; the other takes place between the mediator, Robert A. Baruch Bush, and Sally Ganong Pope as they discuss the case and its demonstration of transformative mediation in action. (Institute for the Study of Conflict Transformation) (HM 1126 P87 2003)

**D1113**  **The Roofing Negotiation**  (DVD, 47 minutes)
An example of an interest-based negotiation involving a homeowner and a contractor. JI assessor, Deborah White, and JI assessment roleplayer, Keith Barker, demonstrate the stages and skills of negotiation using a roleplay formerly used for assessments. The tape also includes Deborah discussing her preparation for the negotiation. The tape is intended as a teaching video for classroom use and should also be helpful to people preparing for their conflict resolution/negotiation assessment. (J.I.B.C. Centre for Conflict Resolution) (BF 637 N4 R655 2001)
GENERAL AUDIO CDs


William Ury shows you how to overcome serious obstacles to negotiation ... and success. He offers his unique five-step system to dismantle stone walls, disarm tough bargainers, deflect attacks, and dodge dirty tricks. The program offers specific techniques and proven strategies designed to identify the problem, develop practical proposals, and invent creative options that satisfy both sides' needs.


Offers a practical, ethical way of resolving conflict by teaching people how to prepare and conduct a negotiation using principles developed by the Harvard Negotiation Project.


No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No. But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That's why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn. This program offers concrete advice and practical examples for saying No in virtually any situation. A Positive No has the power to profoundly transform our lives by enabling us to say Yes to what counts -- our own needs, values, and priorities. Understood this way, No is the new Yes. And the Positive No may be the most valuable life skill you'll ever learn!

NEGOTIATION AND CULTURE

Culture and Negotiation by David C. Bangert and Kahkashan Pirzada. Manoa, HI: University of Hawaii at Manoa. (HM 299 B254 1991)


JOURNALS

Negotiation and Conflict Management Research (International Association for Conflict Management)
(Current issues available online only)

Negotiation Journal (Plenum Press, New York)

Other related bibliographies:
- Conflict Resolution
- Mediation
- Restorative Justice