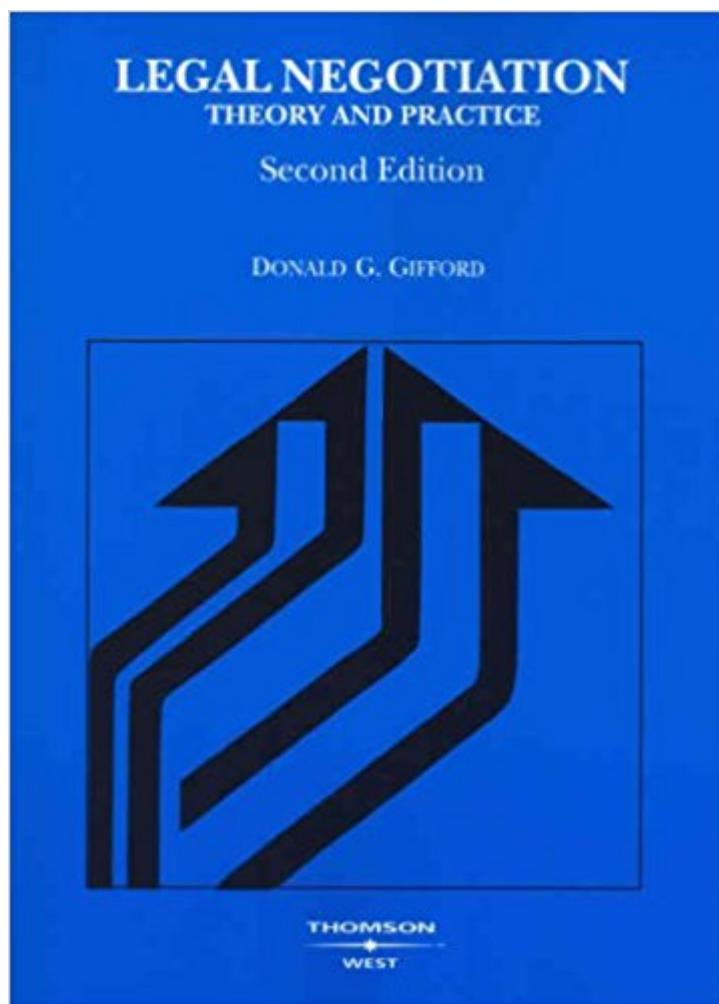


The book was found

Legal Negotiation: Theory And Practice (Coursebook)



Synopsis

Gifford's Legal Negotiation: Theory and Practice includes an extensive teacher's manual packed with simulation problems and other classroom exercises. This edition of the classic negotiation text is 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. It includes discussion of both the influence of race, gender, and nationality on the process of bargaining and alternative dispute resolution. The text also: Teaches law students practical techniques needed to negotiate more effectively; focus is on lawyer as negotiator Describes competitive negotiation tactics and more collaborative approaches, such as effective problem-solving and cooperative tactics Includes a teacher's manual with classroom exercises keyed to topics considered in class, as well a

Book Information

Series: Coursebook

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 2 customer reviews

Best Sellers Rank: #552,967 in Books (See Top 100 in Books) #60 in Books > Law > Rules & Procedures > Alternative Dispute Resolution #87 in Books > Law > Business > Arbitration, Negotiation & Mediation #5872 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 (Coursebook) Environmental Justice: Legal Theory and Practice, 3d: Legal Theory and Practice (Environmental Law Institute) Negotiation: Negotiation (Irwin Management) Legal Negotiation Theory & Strategy 2e Negotiation and Settlement Advocacy: A Book of Readings (Coursebook) Essential Lawyering Skills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis (Aspen Coursebook Series) Legal Reasoning and Legal Writing: Structure, Strategy, and Style, Seventh Edition (Aspen Coursebook) Legal Reasoning and Legal Writing [Connected Casebook] (Aspen Coursebook) A Practical Guide to Legal Writing and Legal Method [Connected Casebook] (Aspen Coursebook) A Practical Guide To Legal Writing and Legal Method, Fifth Edition (Aspen Coursebook) A Practical Guide to Legal Writing and Legal Method [Connected Casebook] (Looseleaf) (Aspen Coursebook) United States Legal Discourse: Legal English for Foreign LLMs (Coursebook) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Negotiation: Theory and Practice Lawyer Negotiation: Theory, Practice, and Law John Austin, Jurists: Profiles in Legal Theory Series (Stanford Law Books - Jurists: Profiles in Legal Theory) Effective Legal Negotiation and Settlement, Eighth Edition Nurse Practitioner's Business Practice and Legal Guide (Nurse Practitioners Business Practice and Legal Guide) Nurse Practitioner's Business Practice and Legal Guide, Second Edition (Buppert, Nurse Practitioner's Business Practice and Legal Guide) Nurse Practitioner's Business Practice And Legal Guide (Buppert, Nurse Practitioner's Business Practice and Legal Gu)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)