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Beyond Winning: Negotiating to Create Value in Deals and ...

1 Fall 2001 O'Hara (C) Beyond Winning: Intro & Part I 1 Beyond Winning: Negotiating to Create Value in Deals and Disputes Mnookin, Robert H, Peppet, Scott R, and

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Beyond Winning: Negotiating to Create Value in Deals and Disputes Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries (Jossey-Bass Business & Management) The Essential Workplace Conflict Handbook: A Quick and Handy

Negotiation - Levin College of Law

Robert H Mnookin, Scott R Peppet and Andrew S Tulumello, Beyond Winning: Negotiating to Create Value in Deals and Disputes (Harvard 2000) (BW) Roger Fisher, William Ury, and Bruce Patton, Getting To Yes: Negotiating Agreement Without Giving In (2nd edition, Penguin, 1991) (GTY) You will also have some reading assignments from:

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Selected Bibliography Beyond Winning: Negotiating to ...

Beyond Winning: Negotiating to Create Value in Deals and Disputes Robert H Mnookin, Scott R Peppet and Andrew S Tulumello Harvard University Press, 2000
Crucial Conversations: Tools for Talking When the Stakes are High Kerry Patterson, Joseph Grenny, Ron McMillan, Al Switzler

+ 2 (1 1/1) - **Vanderbilt University**

YOND WINNING: NEGOTIATING TO CREATE VALUE IN DEALS AND DISPUTES ix (2000) ("This book makes the case that a problem-solving approach to negotiation offers the most promising means of creating value"); Menkel-Meadow, The Structure of Problem Solving,

INTEREST-BASED MEDIATION

Mnookin, RH, Peppet, SR, & Tulumello, AS Beyond Winning: Negotiating to Create Value in Deals and Disputes Cambridge, MA: Harvard University Press, 2000
Conflict has been a growth business over the last twenty-five years The adversarial process depends upon the development of an outcome through confrontation

Case Studies: The Ways to Achieve More Effective Negotiations

4 See ROBERT H MNOOKIN ET AL, BEYOND WINNING: NEGOTIATING TO CREATE VALUE IN DEALS AND DISPUTES 288-94 (2000) 5 See generally Paul Rosenberger, "Laissez-Fair" An Argument for the Status Quo Ethical Constraints on Lawyers and Negotiators, 13 ...

11.011 THE ART AND SCIENCE OF NEGOTIATION

3 learning if you are not prepared Students are also expected to participate in the exercise debrief discussions both within and beyond the classroom (ie, online) Exercise analysis video (20%): You will be asked to record one of the semester's exercises and edit it down to a 5 minute (max) 'highlight reel'

BEYOND THE ADVERSARIAL MODEL: USING MEDIATION TO ...

Beyond Winning: Negotiating to Create Value in Deals and Disputes (Harvard 2000) The Author was invited to deliver an earlier version of paper at a program of the this International Bar Association titled Mediating Disputes In The Art And Heritage Sector: Why And How To Spread The Word, (Buenos Aires, Argentina, October, 2008)

Fordham Law Review

5 See, eg, Robert H Mnookin et al, Beyond Winning: Negotiating To Create Value In Deals and Disputes 18-21 (2000) 6 In the jargon, each party's BATNA (best alternative to a negotiated agreement) is perceived as worse than a negotiated settlement anywhere in the settlement range

SCOTT R. PEPPET EDUCATION COURSES - Colorado Law

SCOTT R PEPPET Professor of Law University of Colorado School of Law Campus Box 401 Boulder, CO 80309-0401 Negotiating Agency, in THE HANDBOOK OF DISPUTE RESOLUTION (Moffitt and Bordone, eds, Beyond Winning: Negotiating to Create Value in Deals and Disputes RELEVANT Law School Committee Service:

SYLLABUS NEGOTIATION AND MEDIATION FALL 2014 I. ...

Recommended but not required: BEYOND WINNING: NEGOTIATING TO CREATE VALUE IN DEALS AND DISPUTES, by Robert H Mnookin, Scott R Peppet, and Andrew S Tulumello; GETTING TO YES, by Roger Fisher, William Ury,

Negotiation Syllabus Aaron D. Simowitz Room TBD Required ...

* Beyond Winning: Negotiating to Create Value in Deals and Disputes (Robert Mnookin, Scott Peppet and Andrew Tulumello, Belknap Press of Harvard University Press; 2004, Paperback) Suggested Supplemental Reading: Available on the class WISE site or, ...

Mediation and Post-Election Litigation: A Way Forward

Mediation and Post-Election Litigation: A Way Forward REBECCA GREEN* I INTRODUCTION Most who have looked at the use of alternative dispute resolution (ADR) in election disputes have concluded that ADR is not appropriate in the election context, particularly in post-election disputes...

Against Integrative Bargaining

superior to those produced by more competitive tactics"); Robert H Mnookin et al, Beyond Winning: Negotiating to Create Value in Deals and Disputes 6 (advising lawyers on how they can "change the game from adversarial bargaining to problem-solving..."); Roy L Lewicki et al, Models of Conflict,

RISK ASSESSMENT: A TOOL TO ENHANCE NEGOTIATION

See also KISER, BEYOND RIGHT AND WRONG, supra note 1, at 339 9 KISER, BEYOND RIGIT AND WRONG, supra note 1, at 339 10 ROBERT H MNOOKIN FT AL, BEYOND WINNING: NEGOTIATING TO CREATE VALUE IN DEALS AND DISPUTES 20 (2000) It is important to acknowledge that a negotiator can still leave

Law 6313 NEGOTIATION WORKSHOP SAMPLE SYLLABUS

Roger Fisher, Bill Ury, and Bruce Patton, Getting to Yes: Negotiating Agreement without Giving In, 2d Ed (Penguin, 1991) Robert H Mnookin, Scott R Peppet, and Andrew S Tulumello, Beyond Winning: Negotiating to Create Value in Deals and Disputes (Harvard University Press, 2000)