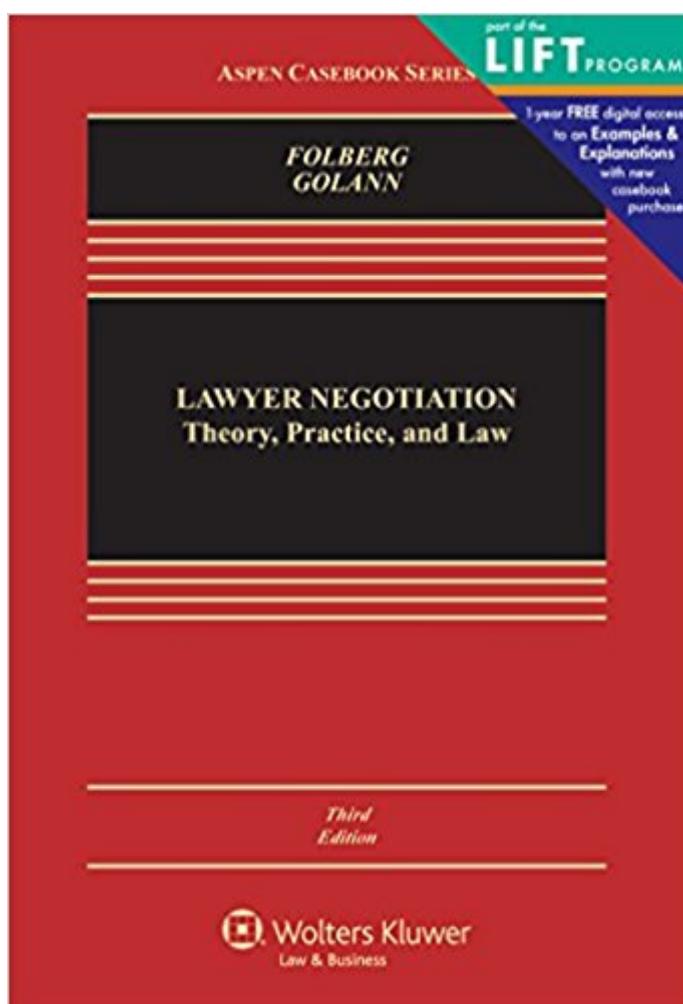


The book was found

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



Synopsis

When you purchase a new version of this casebook from the LIFT Program, you receive 1-year FREE digital access to the corresponding Examples & Explanations in your course area. Now available in an interactive study center, Examples & Explanations offer hypothetical questions complemented by detailed explanations that allow you to test your knowledge of the topics covered in class. Starting July 1, 2017, if your new casebook purchase does not come with an access code on the inside cover of the book, please contact Wolters Kluwer customer service. The email address and phone number for customer service are on the copyright page, found within the first few pages, of your casebook. Designed to prepare law students to negotiate knowledgably 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 1 customer review

Best Sellers Rank: #229,060 in Books (See Top 100 in Books) #19 in Books > Law > Rules & Procedures > Alternative Dispute Resolution #38 in Books > Law > Business > Arbitration, Negotiation & Mediation #219 in 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, and Law Cases and Materials on Torts [Connected Casebook] (Looseleaf) (Aspen Casebook) (Aspen Casebook Series) Negotiation: Theory and Strategy (Aspen Casebook) Civil Procedure: Theory and Practice [Connected Casebook] (Aspen Casebook) Dispute Resolution: Negotiation Mediation and Other Processes (Aspen Casebook) Negotiation: Processes for Problem Solving (Aspen Casebook) Negotiation: Negotiation (Irwin Management) Resolving Disputes: Theory, Practice, and Law (Aspen Casebook) Resolving Disputes: Theory, Practice, and Law (Aspen Casebook Series) Sports Law & Regulation: Cases Materials & Problems, Third Edition (Aspen Casebook) (Aspen Casebooks) Criminal Law and Its Processes: Cases and Materials [Connected Casebook] (Aspen Casebook) Commentaries and Cases on the Law of Business Organizations [Connected Casebook] (Aspen Casebook Series) Tort Law: Responsibilities and Redress [Connected Casebook] (Aspen Casebook) Problems in Contract Law: Cases and Materials [Connected Casebook] (Aspen Casebook) Property Law: Rules Policies and Practices [Connected Casebook] (Aspen Casebook) Basic Tort Law: Cases, Statutes and Problems [Connected Casebook] (Aspen Casebook) Regulation of Lawyers: Problems of Law and Ethics [Connected Casebook] (Aspen Casebook) Regulation of Lawyers: Problems of Law and Ethics, Concise Edition [Connected Casebook] (Aspen Casebook) Constitutional Law [Connected Casebook] (Aspen Casebook)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)