

Negotiation Day Recommended Readings

Catherine Morrison, JD

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- Kolb, D. M. & Porter, J. M. (2015). "Negotiating at Work: Turn Small Wins into Big Gains," San Francisco: Jossey-Bass.
- Babcock, L., & Laschever, S. (2007). "Women Don't Ask: The High Cost of Avoiding Negotiation – and Positive Strategies for Change," New York: Bantam Dell. (Paperback edition.)
- Kolb, D. M., & Williams, J. (2003). "Everyday Negotiation: Navigating the Hidden Agendas of Bargaining," San Francisco: Jossey-Bass.
- Tannen, D. (1995, September-October). The Power of Talk: Who Gets Heard and Why. *Harvard Business Review*, pp. 138-148.
- Wheeler, M. A. (2000, August 29). Negotiation Analysis: An Introduction. Harvard Business School Publishing, Case Note 801156, pp. 1-14.
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- Baldwin, D.G. (2001) "How to Win the Blame Game," *Harvard Business Review*, 79(7):55-62.
- Kolb, D., & Williams, J. (2001, February). Breakthrough Bargaining. *Harvard Business Review*, pp. 88-97.
- Eisenhardt, K., Kahwajy, L., & Bourgeois, L. J. (1997, July-August). How Management Teams Can Have a Good Fight. *Harvard Business Review*, pp. 77-85.
- Manzoni, J. (2002) "A Better Way to Deliver Bad News," *Harvard Business Review*, 80(9): 114-119.
- Robinson, R. J. (1997, February 6). Errors in Social Judgment: Implications for negotiation and Conflict Resolution. *Harvard Business School Publishing*, Case Note 897103, pp. 1-7.
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- Tannen, D. (1995, September-October). The Power of Talk: Who Gets Heard and Why. *Harvard Business Review*, pp. 138-148.
- Weeks, H. E. (2008). Failure to Communicate: How Conversations Go Wrong and What You Can Do to Right Them . Boston: Harvard Business Press.
- Stone, D., Patton, B., & Heen, S. (2010). *Difficult conversations: How to discuss what matters most 2nd Edition*. New York: Penguin Books.