

NEGOTIATION SOURCES

Books:

Fisher R and Ury W, *Getting to Yes: Negotiating an Agreement Without Giving In*, 2nd Ed, 1997, ISBN: 0099248425.

Lewicki R, *Negotiation*, 6th Ed, 2009.

Lewicki R, *Negotiation: Readings, Exercises and Cases*, 6th Ed, 2009.

Ury W, *Getting Past NO: Negotiating with Difficult People*, 1992, ISBN: 0712655239.

Videos:

Fisher R, Ury W, and Patton B, *Getting to Yes: Video Workshop on Negotiation*, 1991.

Zwier P, *Advanced Negotiations video series*, Emory School of Law, 2009.

Papers and Articles:

Negotiating With the Russians and With Your Spouse by Roger Fisher.

UNSW Resources:

Emmerig J, Harding N, Limbury A, and Newton D, *Advanced Negotiation Skills for Lawyers*, 2005.

