MSING024: Influence and Negotiations: Dr Sunny Lee



Ann Tenbrunsel. (1995). Moms.com Role of Terry Schiller. Teaching Material: DRRC.

David A. Lax, & James K. Sebenius. (2006a). Ch 15. Think strategically, act opportunistically. In 3-D negotiation: powerful tools to change the game in your most important deals. Harvard Business School Press.

David A. Lax, & James K Sebenius. (2006b). Ch.4: Get all the parties right. In 3-D negotiation: powerful tools to change the game in your most important deals. Harvard Business School Press.

David A. Lax, & James K Sebenius. (2006c). Ch.5: Get all the interests right. In 3-D negotiation: powerful tools to change the game in your most important deals. Harvard Business School Press.

Denise Madigan, & Thomas Weeks. (1998a). HarborCo - General Information. Harvard Program on Negotiation (PON), DRRC Version.

Denise Madigan, & Thomas Weeks. (1998b). HarborCo (DRRC version) Confidential Instructions for the Environmental League Negotiator. Harvard Program on Negotiation (PON), DRRC Version.

Denise Madigan, & Thomas Weeks. (1998c). HarborCo (DRRC version) Confidential Instructions for the Federal DCR Negotiator. Harvard Program on Negotiation (PON), DRRC Version.

Denise Madigan, & Thomas Weeks. (1998d). HarborCo (DRRC version) Confidential Instructions for the Governor's Negotiator. Harvard Program on Negotiation (PON), DRRC Version.

Denise Madigan, & Thomas Weeks. (1998e). HarborCo (DRRC version) Confidential Instructions for the HarborCo Negotiator. Harvard Program on Negotiation (PON), DRRC Version.

Denise Madigan, & Thomas Weeks. (1998f). HarborCo (DRRC version) Confidential Instructions for the Negotiator for Other Ports. Harvard Program on Negotiation (PON), DRRC Version.

Denise Madigan, & Thomas Weeks. (1998g). HarborCo (DRRC version) Confidential Instructions for the Union Negotiator. Harvard Program on Negotiation (PON), DRRC Version.

Jeanne M. Brett. (2014a). Negotiating group decisions. In Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries / Jeanne M. Brett.

https://ucl.primo.exlibrisgroup.com/view/action/uresolver.do?operation=resolveService&package_service_id=14763767800004761&institutionId=4761&customerId=4760&VE=true

Leigh L. Thompson. (2005). Distributive negotiation: slicing the pie. In The mind and heart of the negotiator (3rd ed., International ed, pp. 106–175). Pearson/Prentice Hall.

Leigh L. Thompson. (2014b). Win-win negotiation: Expanding the pie. In The mind and heart of the negotiator: Vol. Pearson custom library (5th ed., Pearson new international ed). Pearson Education.

Robert C. Cialdini. (2007a). Liking: the friendly thief. In Influence: the psychology of persuasion (Rev. ed.; 1st Collins business essentials ed). Collins. https://learning.oreilly.com/library/view/influence/9780061899874/?sso_link=yes&sso_link from=university-college-london

Robert C. Cialdini. (2007b). Reciprocation: The old give and take...and take. In Influence: the psychology of persuasion (Rev. ed.; 1st Collins business essentials ed). Collins. https://learning.oreilly.com/library/view/influence/9780061899874/?sso_link=yes&sso_link from=university-college-london

Roy J. Lewicki, Alexander Hiam, & Karen Olander. (1996a). Ch.10: Conflict reduction. In Think before you speak: the complete guide to strategic negotiation. J. Wiley.

Roy J. Lewicki, Alexander Hiam, & Karen Olander. (1996b). Ch.11: When and how to use third party help. In Think before you speak: the complete guide to strategic negotiation. J. Wiley.

Roy J. Lewicki, Alexander Hiam, & Karen Wise Olander. (1996c). Ch 6. Implementing a competitive strategy. In Think before you speak: the complete guide to strategic negotiation. J. Wiley.

Roy J. Lewicki, Alexander Hiam, & Karen Wise Olander. (1996d). Ch 7. Implementing a collaborative strategy. In Think before you speak: the complete guide to strategic negotiation. J. Wiley.

Thompson, L. L. (2005). Preparation: What to do before negotiation. In The mind and heart of the negotiator (3rd ed., International ed, pp. 13–39). Pearson/Prentice Hall. https://contentstore.cla.co.uk/secure/link?id=66b8535d-8a2b-e811-80cd-005056af4099