## MSING024: Influence and Negotiations: Dr Sunny Lee



1

Thompson, L. L. Preparation: What to do before negotiation. in The mind and heart of the negotiator 13–39 (Pearson/Prentice Hall, Upper Saddle River, N.J., 2005).

2.

Leigh L. Thompson. Distributive negotiation: slicing the pie. in The mind and heart of the negotiator 106–75 (Pearson/Prentice Hall, Upper Saddle River, N.J., 2005).

3.

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

4.

Leigh L. Thompson. Win-win negotiation: Expanding the pie. in The mind and heart of the negotiator vol. Pearson custom library (Pearson Education, Harlow, 2014).

5.

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

6.

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

7.

David A. Lax & James K Sebenius. 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, Boston, Mass, 2006).

8.

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

9.

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

10.

David A. Lax & James K. Sebenius. 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, Boston, Mass, 2006).

11.

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

12.

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

13.

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

14.

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

15.

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

16.

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

17.

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

18.

David A. Lax & James K Sebenius. 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, Boston, Mass, 2006).

19.

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

20.

Robert C. Cialdini. Reciprocation: The old give and take...and take. in Influence: the psychology of persuasion (Collins, New York, 2007).

21.

Robert C. Cialdini. Liking: the friendly thief. in Influence: the psychology of persuasion (Collins, New York, 2007).