MSING024: Influence and Negotiations: Dr Sunny Lee



Ann Tenbrunsel, 'Moms.Com Role of Terry Schiller' [1995] Teaching Material: DRRC

David A. Lax and James K. Sebenius, 'Ch 15. Think Strategically, Act Opportunistically', 3-D negotiation: powerful tools to change the game in your most important deals (Harvard Business School Press 2006)

David A. Lax and James K Sebenius, 'Ch.4: Get All the Parties Right', 3-D negotiation: powerful tools to change the game in your most important deals (Harvard Business School Press 2006)

——, 'Ch.5: Get All the Interests Right', 3-D negotiation: powerful tools to change the game in your most important deals (Harvard Business School Press 2006)

Denise Madigan and Thomas Weeks, 'HarborCo - General Information' [1998] Harvard Program on Negotiation (PON), DRRC version

- ——, 'HarborCo (DRRC Version) Confidential Instructions for the Environmental League Negotiator' [1998] Harvard Program on Negotiation (PON), DRRC version
- ——, 'HarborCo (DRRC Version) Confidential Instructions for the Federal DCR Negotiator' [1998] Harvard Program on Negotiation (PON), DRRC version
- ——, 'HarborCo (DRRC Version) Confidential Instructions for the Governor's Negotiator' [1998] Harvard Program on Negotiation (PON), DRRC version
- ——, 'HarborCo (DRRC Version) Confidential Instructions for the HarborCo Negotiator' [1998] Harvard Program on Negotiation (PON), DRRC version
- ——, 'HarborCo (DRRC Version) Confidential Instructions for the Negotiator for Other Ports' [1998] Harvard Program on Negotiation (PON), DRRC version
- ——, 'HarborCo (DRRC Version) Confidential Instructions for the Union Negotiator' [1998] Harvard Program on Negotiation (PON), DRRC version

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

exlibrisgroup.com/view/action/uresolver.do?operation=resolveService&">exlibrisgroup.com/view/action/uresolver.do?operation=resolveService&">exlibrisgroup.com/view/action/uresolver.do?operation=resolveService&">exlibrisgroup.com/view/action/uresolver.do?operation=resolveService&">exliprion=resolveService&"

Leigh L. Thompson, 'Distributive Negotiation: Slicing the Pie', The mind and heart of the negotiator (3rd ed., International ed, Pearson/Prentice Hall 2005)

——, 'Win-Win Negotiation: Expanding the Pie', The mind and heart of the negotiator, vol Pearson custom library (5th ed., Pearson new international ed, Pearson Education 2014)

Robert C. Cialdini, 'Liking: The Friendly Thief', Influence: the psychology of persuasion (Rev ed; 1st Collins business essentials ed, Collins 2007)

https://learning.oreilly.com/library/view/influence/9780061899874/?sso_link=yes&ssoo link from=university-college-london>

——, 'Reciprocation: The Old Give and Take...and Take', Influence: the psychology of persuasion (Rev ed; 1st Collins business essentials ed, Collins 2007) https://learning.oreilly.com/library/view/influence/9780061899874/?sso_link=yes&ssolink from=university-college-london>

Roy J. Lewicki, Alexander Hiam and Karen Olander, 'Ch.10: Conflict Reduction', Think before you speak: the complete guide to strategic negotiation (J Wiley 1996)

——, 'Ch.11: When and How to Use Third Party Help', Think before you speak: the complete guide to strategic negotiation (J Wiley 1996)

Roy J. Lewicki, Alexander Hiam and Karen Wise Olander, 'Ch 6. Implementing a Competitive Strategy', Think before you speak: the complete guide to strategic negotiation (J Wiley 1996)

——, 'Ch 7. Implementing a Collaborative Strategy', Think before you speak: the complete quide to strategic negotiation (| Wiley 1996)

Thompson LL, 'Preparation: What to Do before Negotiation', The mind and heart of the negotiator (3rd ed., International ed, Pearson/Prentice Hall 2005) https://contentstore.cla.co.uk/secure/link?id=66b8535d-8a2b-e811-80cd-005056af4099