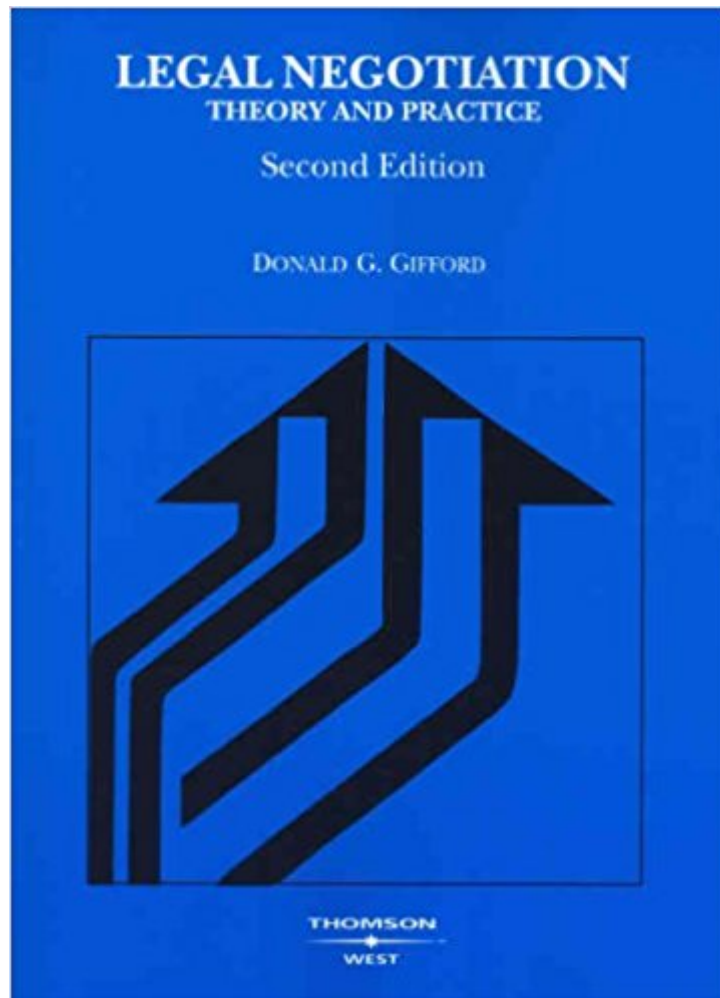




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Legal Negotiation: Theory And Practice (Coursebook)



Synopsis

Gifford's Legal Negotiation: Theory and Practice includes an extensive teacher's manual packed with simulation problems and other classroom exercises. This edition of the classic negotiation text is specifically designed to teach students how to negotiate in the actual practice of law but derived from the ongoing research of social science, law, and business school scholars. Sample dialogue illustrates specific negotiation tactics. It includes discussion of both the influence of race, gender, and nationality on the process of bargaining and alternative dispute resolution. The text also: Teaches law students practical techniques needed to negotiate more effectively; focus is on lawyer as negotiator Describes competitive negotiation tactics and more collaborative approaches, such as effective problem-solving and cooperative tactics Includes a teacher's manual with classroom exercises keyed to topics considered in class, as well a

Book Information

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Customer Reviews

This book, although small, is quite powerful. It gives you a plethora of different techniques to use in legal negotiations. The different mock scenarios that are given give a great deal of insight into how a play on words can alter a negotiator's negotiations technique. There are three different techniques that legal negotiators use: problem-solving, cooperative and competitive. Each negotiation tactic, employed at the right time, can be a powerful tool in achieving what is best for your client. The trick is timing and practice!

This book summarizes the ideas in academic books such as Getting to Yes in the first few chapters. The authors then apply different tactics and techniques in a practical way. A little pricey but the format saves time.

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