NEGOTIATION: RECOMMENDED READINGS

Negotiating Power: Getting and Using Influence

When David Meets Goliath: Dealing with Power Differentials in Negotiations
http://www.hnlr.org/article/archive

Getting to Yes

Getting Past No: Negotiating with Difficult People
W. Ury; Bantam Books (1991)

Everyday Negotiation: Navigating the Hidden Agendas in Bargaining

Negotiating with Emotion: High-Stakes Deal Making is Fraught With Feeling Should We Really Ignore That?
https://hbr.org/2013/01/negotiating-with-emotion

Negotiating at Work: Turn Small Wins into Big Gains

Gender and the Shadow Negotiation
D. Kolb; CGO Insights (1998)

Staying with No