



# OMBUDS OFFICE

Harvard Medical School • Harvard Dental School • Harvard T.H. Chan School of Public Health

## NEGOTIATION: RECOMMENDED READINGS

### *Negotiating Power: Getting and Using Influence*

R. Fisher; 27 American Behavioral Science 149, 150-64 (1983)

### *When David Meets Goliath: Dealing with Power Differentials in Negotiations*

R. Adler and E. Silverstein; 5 Harvard Law Review 1-112 (2000)

<http://www.hnlr.org/article/archive>

### *Getting to Yes*

R. Fisher and W. Ury; Penguin Press (1981)

### *Getting Past No: Negotiating with Difficult People*

W. Ury; Bantam Books (1991)

### *Everyday Negotiation: Navigating the Hidden Agendas in Bargaining*

D. Kolb and J. Miller; Jossey-Bass (2003)

### *Negotiating with Emotion: High-Stakes Deal Making is Fraught With Feeling Should We Really Ignore That?*

K. Leary, J. Pillemer, and M. Wheeler; Harvard Business Review (2013)

<https://hbr.org/2013/01/negotiating-with-emotion>

### *Negotiating at Work: Turn Small Wins into Big Gains*

D. Kolb and J. Porter; Jossey-Bass (2015)

### *Gender and the Shadow Negotiation*

D. Kolb; CGO Insights (1998)

### *Staying with No*

H. Weeks; Harvard Management Communication Letter (2004)