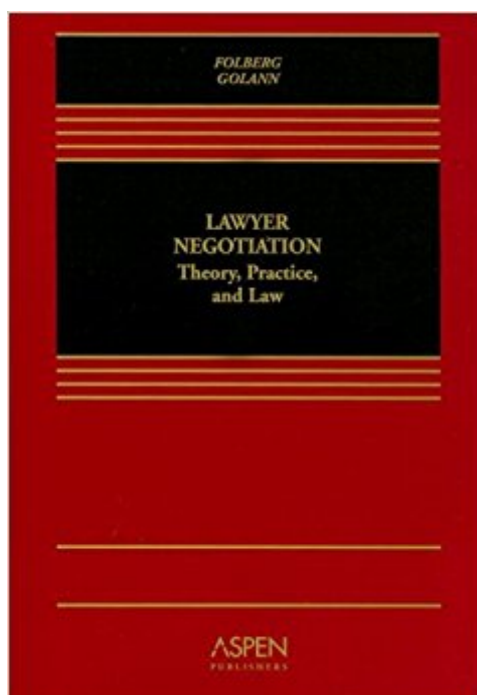


The book was found

Lawyer Negotiation: Theory, Practice, And Law



Synopsis

This exciting new coursebook is designed to teach students how to represent clients effectively in negotiating settlements and deals. Written by the authors of a successful comprehensive casebook on the full range of dispute resolution, this book:

- includes all of the negotiation material in their RESOLVING DISPUTES text
- presents additional material on telephone and e-mail negotiation; gender, culture, and race; mediating for negotiation advantage; and policy limitations on negotiation
- offers current readings, carefully edited for teaching purposes
- is organized into 14 topical chapters, ideal for a 14-15 week course or a more concentrated course
- is accompanied by a unique teaching DVD available free of charge to adopters. The 18-chapter, 120-minute DVD presents professional-quality video of negotiation and mediation created by the authors, as well as excerpts from leading mediation videos
- is accompanied by a thorough Teacher's Manual with detailed syllabi, teaching notes, discussion points, exercises, simulations, role-plays, and suggestions for movies and film clips. The Teacher's Manual shows how teachers can bring classes alive by coordinating text, roleplays, and DVD video of experts playing the students' roles

LAWYER NEGOTIATION concentrates on building practical skills: the text integrates theory with skills and strategies, ethics, the law, and multiple practice applications, with greater emphasis than other texts on issues that students will encounter in legal practice

- presents the lawyer's perspective as a professional agent for clients
- includes examples from headline cases, literature, and practice
- draws on the authors' extensive experience as negotiation teachers, trainers, and practitioners

Book Information

Paperback: 500 pages

Publisher: Aspen Publishers (May 30, 2006)

Language: English

ISBN-10: 0735540187

ISBN-13: 978-0735540187

Product Dimensions: 7 x 0.8 x 10 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #477,234 in Books (See Top 100 in Books) #50 in [Books > Law > Rules & Procedures > Alternative Dispute Resolution](#) #100 in [Books > Law > Specialties > Educational Law & Legislation](#) #487 in [Books > Law > Rules & Procedures > Civil Procedure](#)

Customer Reviews

Excellent Condition very usefull.

[Download to continue reading...](#)

Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Lawyer Negotiation: Theory, Practice, and Law Negotiation: Negotiation (Irwin Management) Legal Negotiation: Theory and Practice (Coursebook) Negotiation: Theory and Practice What Every Good Lawyer Wants You to Know: An Insider's Guide on How to Reduce Stress, Reduce Costs and Get the Most From Your Lawyer The Six Minute Lawyer: GTD For Lawyers - Work Patterns to Reduce Stress and Increase Lawyer Productivity The Lincoln Lawyer (A Lincoln Lawyer Novel) Beach Lawyer (Beach Lawyer Series) The Criminal Lawyer: (A Good Lawyer Novel) Environmental Justice: Legal Theory and Practice, 3d: Legal Theory and Practice (Environmental Law Institute) Negotiation: Theory and Strategy (Aspen Casebook) Legal Negotiation Theory & Strategy 2e The Anxious Lawyer: An 8-Week Guide to a Joyful and Satisfying Law Practice Through Mindfulness and Meditation LSAT Practice Exam Prep Book: 3 LSAT Practice Tests with Detailed Practice Question Answer Explanations for the Law School Admission Council's (LSAC) Law School Admission Test The Anxious Lawyer: An 8-Week Guide to a Happier, Saner Law Practice Using Meditation Settlement Negotiation Techniques in Family Law: A Guide to Improved Tactics and Resolution ICD-10-CM/PCS Coding: Theory and Practice, 2017 Edition - E-Book (Icd-10-Cm-Pcs Coding Theory and Practice) Photon Emission from Biological Systems-Theory and Practice: Theory and Practice : Proceedings of the 1st International Symposium, Wrocaw, Poland, January 24-26 1986 Crime and Punishment in Islamic Law: Theory and Practice from the Sixteenth to the Twenty-First Century (Themes in Islamic Law)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)