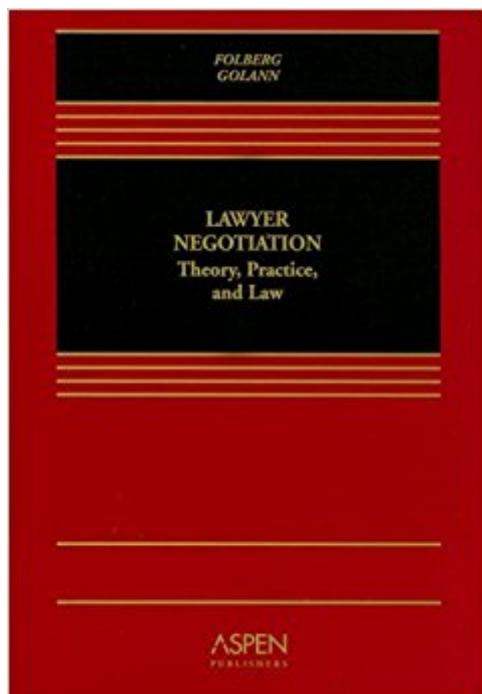


The book was found

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.<p class=copymedium> Written by the authors of a successful comprehensive casebook on the full range of dispute resolution, this book: <li class=copymedium>includes all of the negotiation material in their RESOLVING DISPUTES text <li class=copymedium>presents additional material on telephone and e-mail negotiation; gender, culture, and race; mediating for negotiation advantage; and policy limitations on negotiation <li class=copymedium>offers current readings, carefully edited for teaching purposes <li class=copymedium>is organized into 14 topical chapters, ideal for a 14-15 week course or a more concentrated course <li class=copymedium>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 <li class=copymedium>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<p class=copymedium> LAWYER NEGOTIATION concentrates on building practical skills: <li class=copymedium>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 <li class=copymedium>presents the lawyer's perspective as a professional agent for clients <li class=copymedium>includes examples from headline cases, literature, and practice <li class=copymedium>draws on the authors' extensive experience as negotiation teachers, trainers, and practitioners

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