

The Art of Negotiation Articles and Resources

“How to Succeed When Working With Tactical Negotiators,” Wachtel, David.

“Ten Tips for Successful Negotiating,” Brodow, Ed.

“Focus on the ‘Why’ Rather Than ‘What’ for Successful Negotiations,” Wachtel, David

“Unethical Negotiating Gambits and How to Protect Yourself Against Them,” Dawson, Roger

“The J.D. Handicap: Logic Over Training in Settlement Negotiations,” Halpern, Richard G.

“Negotiate like ‘The Gambler’ to Win,” Di Frances, John

“Negotiating Nonverbally, Try to Exploit ‘Tells,’ Giveaways and Expressions Given-Off,” Goodman, Dr. Gary S.

“Negotiation, Gender Triggers and Female Lawyers,” Fromm, Delee.

“Ethical Guidelines for Settlement Negotiations,” American Bar Association.

“What Negotiators Can Learn from Improv Comedy,” Blanchandra, Lakshmi.

“Bargaining for Advantage: Negotiation Strategies for Reasonable People,” Shell, G. Richard, Penguin Books, 2006, 2nd Ed.