

Your personal Negotiation bookshelf

By Center for Negotiation and Network Studies



Negotiation Book list

1. The Mind and Heart of the Negotiator (6th Edition); Leigh Thompson
2. Never Split the Difference: Negotiating As If Your Life Depended On It; Summareads Media
3. Negotiator's Desk Reference (Volume 1); Chris Honeyman
4. Negotiator's Desk Reference (Volume 2); Chris Honeyman
5. Hostage at the Table: How Leaders Can Overcome Conflict, Influence Others, and Raise Performance; George Kohlrieser;
6. Getting past no: negotiating with difficult people; William Ury
7. 3-D negotiation: powerful tools to change the game in your most important deals; David Lax and James K. Sebenius
8. Getting to yes: negotiating agreement without giving in; Roger Fisher, William Ury
9. Negotiating rationally; Max H. Bazerman, Margaret Ann Neale
10. Co-opetition; Adam M. Brandenburger
11. Negotiation genius: how to overcome obstacles and achieve brilliant results at the bargaining table and beyond; Deepak Malhotra
12. Стратегия конфликта; Томас Шеллинг
13. The art and science of negotiation; Howard Raiffa
14. Smart Negotiating; James C. Freund
15. Negotiating with Giants; Peter D. Johnston
16. Influence : science and practice; Robert B. Cialdini
17. Micromotives and Macrobehavior; Thomas C. Schelling