



Skills & Values: Legal Negotiating

Charles B. Craver

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Skills & Values: Legal Negotiating is one of the first titles in the new Skills & Values Series and is now in its second edition. The books in this new series are designed to enable professors to assign supplementary practice-oriented material to enrich their students' traditional study. Each book in the series includes robust online content that is delivered through Web Courses. The content for the Teacher's Manual is also posted to the supporting Web Course. The online components of these books add an exciting dimension because they are designed to teach the current media-saturated generation of students in ways that are more effective for them.

Skills & Values: Legal Negotiating is designed to demonstrate how individuals actually negotiate.

Coverage addresses:

- Different stages of the negotiation process;
- The various negotiation techniques students are likely to encounter in practice;
- Impact of negotiator styles on bargaining interactions;
- Importance of nonverbal communication;
- Ways in which gender-based stereotypes may affect bargaining encounters;
- The unique aspects of telephone and e-mail interactions;
- International business and human rights negotiations;
- Multi-party interactions;
- Ethical issues negotiators are likely to encounter; and
- Mediation.

It thus makes it easy for negotiation students to comprehend how bargaining interactions develop and to appreciate the different factors that affect those encounters. The materials are designed to allow students to self-assess, thus enhancing the learning experience while allowing professors maximum flexibility to choose the level of their own engagement.

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