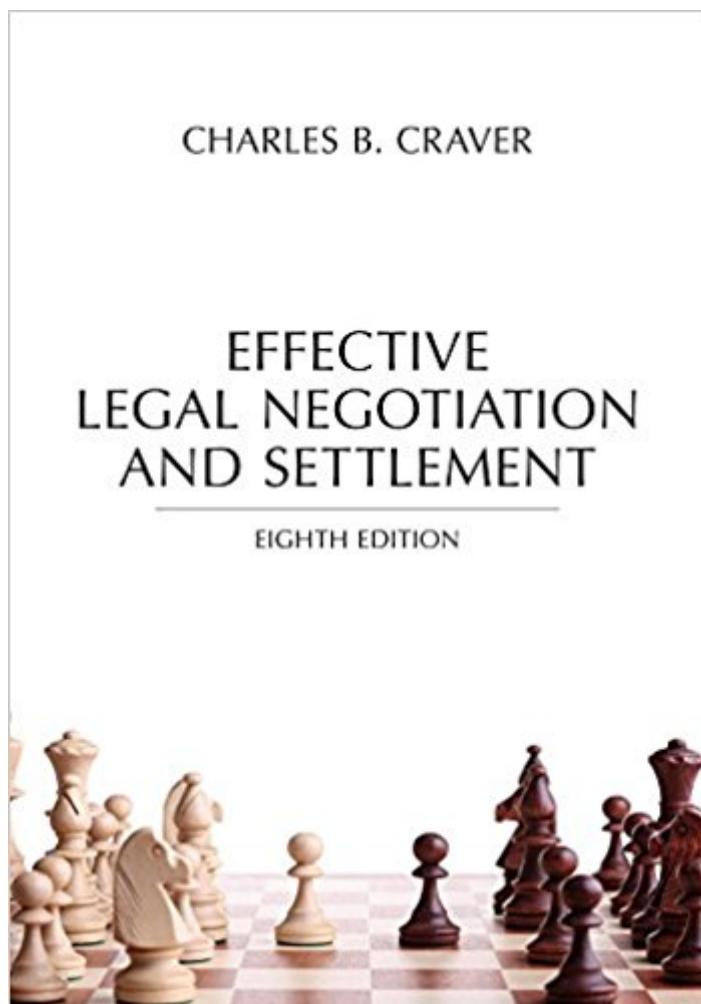


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# Effective Legal Negotiation And Settlement, Eighth Edition



## **Synopsis**

This book includes a comprehensive conceptual framework for the negotiation process. The author provides readers with a thorough understanding of the psychological, sociological, and communicational factors that meaningfully influence negotiation encounters. Effective Legal Negotiation and Settlement explores various negotiation stages, emphasizes the importance of verbal and nonverbal communication, and discusses the different bargaining techniques negotiators are likely to encounter. This Eighth Edition also explores the impact of negotiations involving persons from diverse ethnic backgrounds or of different genders. Public and private international bargaining transactions, in recognition of the increased relevance of such transnational interactions, receive expanded treatment in this edition. The author also reviews the use of neutral mediators to assist negotiators with their interactions, and explains the ethical aspects of the negotiation process. The comprehensive nature of Effective Legal Negotiation and Settlement provides readers with a thorough appreciation of the negotiation process and is designed to enhance their bargaining confidence. They will understand the different stages and the objectives to be achieved in each. They will also recognize the various tactics they observe and feel more capable of responding effectively to those diverse approaches.

## **Book Information**

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## **Customer Reviews**

Charles B. Craver is the Freda Alverson Professor at the George Washington University Law School.

The kindle version of this book has no page numbers. Just the old fashioned and nonsense "location" numbers. For the purposes of this book, which is commonly assigned in law school, this is useless, nonsense, and should be a crime not to advertise as such. It is impossible to follow along with the reading assignments in this ebook. I know for a fact a publisher can retroactively have this changed, and I hope this one does.

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