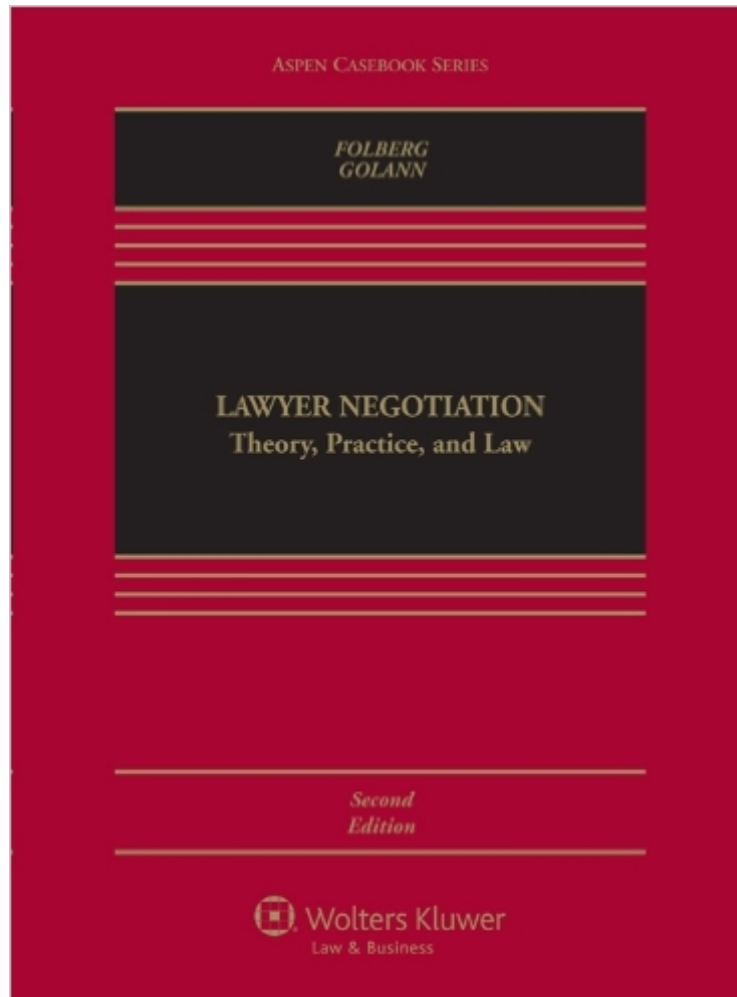


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# Lawyer Negotiation: Theory Practice & Law Second Edition (Aspen Casebook)



## Synopsis

Designed to prepare law students to negotiate knowledgeably and successfully as lawyers representing clients, *Legal negotiation: Theory, Practice, and Law, Second Edition*, offers focused coverage and a balance of theory and practice that reflects the authors'™ experience as professional dispute resolution providers, ADR teachers, and trainers. *Legal Negotiation: Theory, Practice, and Law*, features: expanded coverage of telephone and e-mail negotiation, psychological traps and emotions, ethics and mediating for client advantage an integrated approach that combines theory, technical skills, negotiation strategy, ethics, law, and practical problems a consistent emphasis on the lawyer's™ perspective on negotiation step by step examples drawn from headline cases, literature, and lawyers'™ experiences an extensive Teacher's Manual with sample syllabi, teaching notes, discussion points and answers to all questions, exercises, simulations, and role plays; as well as suggestions for using teaching videos, movie and film clips in class Updated throughout, the Second Edition includes: additional examples, practice problems and discussion questions new and updated excerpts from articles and books recent developments in the law of negotiation As a primary text for any Negotiation course, *Legal Negotiation: Theory, Practice, and Law* is a finely honed and accessible introduction to the techniques, strategies, and theory of negotiation. Authors Folberg and Golann bring a wealth of experience and generous teaching support to you and your students.

## Book Information

Series: Aspen Casebook

Paperback: 500 pages

Publisher: Aspen Publishers; 2 edition (December 6, 2010)

Language: English

ISBN-10: 073559970X

ISBN-13: 978-0735599703

Product Dimensions: 1 x 7.2 x 9.8 inches

Shipping Weight: 1.8 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars See all reviews (3 customer reviews)

Best Sellers Rank: #758,171 in Books (See Top 100 in Books) #128 in Books > Law > Business > Arbitration, Negotiation & Mediation #665 in Books > Law > Rules & Procedures > Civil

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## Customer Reviews

The text provides a great overview of the basic constructs of negotiating conflict and considerations specific to lawyers. The section on cyber negotiation is painfully dated, to the point that it's useless. Our professor noted this on the first day.

very good!

Excellent

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