



Skills & Values: Legal Negotiating, Third Edition

Charles B. Craver

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Skills & Values: Legal Negotiating

- 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;
- Plea bargaining negotiations;
- 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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