



Advanced Negotiation and Mediation: Concepts, Skills, and Exercises (American Casebook Series)

James Holbrook, Benjamin Cook

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This text covers four kinds of negotiation and mediation, including performative (for improving communication), transformative (for improving relationships), integrative (for creative problem solving), and distributive (for fair exchange of value) concepts and skills. The authors describe a range of skills necessary for effectively creating deals and resolving disputes, summarizing and integrating the salient points of seminal works in the ADR field.

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