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specific illustrations and real world examples abound as do checklists and roadmaps The book is destined to be a well thumbed reference guide to what succeeds and what fails in diverse negotiation contexts Donald L Burnett Jr Professor Emeritus of Law University of Idaho Dean College of Law Skills & Values Charles B. Craver,2012 Skills 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 **Study Guide to Accompany West's Legal**

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