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HARVARD NEGOTIATION PROJECT

Beyond Reason Using Emotions As You Negotiate

Paul Charles Topalian



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representation with special attention on how attorneys as gate keepers to mediation can effectively represent clients The book also includes his original publications that have contributed to the emerging field of intercultural and international mediation and the already robust and mature field of negotiations

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Harvard Business Review ,2005 *Ethics in the Expanding World of ADR* ,2008 **Dispute Resolution and Lawyers** Leonard L. Riskin, 2009 The Fourth Edition of this coursebook is updated with the latest in scholarly practitioner and judicial thinking in all major areas of ADR This includes information management in negotiation the Revised Model Standards of Conduct for Mediators and three recent U S Supreme Court arbitration cases including the landmark Hall Street Associates v Mattel The arbitration chapter also includes a new section on arbitration confidentiality

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