**Negotiation Bookshelf Recommendations**

Benoliel, Micheal. **Done Deal: Insights from Interviews with the World’s Best Negotiators**. Avon Books, 2005.

Camp, Jim**. Start with No.** Random House, 2002.

Cialdini, Robert. **The Psychology of** **Influence and Persuasion,** William Morrow and Co., 1984.

Fisher, Roger and Ury, William. **Getting to Yes: Negotiating Agreement Without Giving In.** Penguin Books, 1991.

Fisher, Roger and Shapiro, Daniel. **Beyond Reason: Using Emotions as You Negotiate.** Viking Press, 2005.

Kolb, Deborah and Williams, Judith. **The Shadow Negotiation: How Women Can Uncover the Hidden Agendas the Determine Bargaining Success.** Simon and Shuster, 2000.

Lax, David and Sebenius James. The **Manager as Negotiator: Bargaining for Cooperative and Competitive Gain.** Free Press, 1986.

Lazre, Aaron. **On Apology**. Oxford University Press, 2004.

Lewicki and Hiam. **Mastering Business Negotiations**. Wiley and Sons, 2007.

Porath, Christine. **Mastering Civility: A Manifesto for the Workplace.** Grand Central Publishing, 2016.

Salacuse, Jeswald. **Real Leaders Negotiate: Gaining, Using and Keeping the Power to Lead through Negotiation.** Palgrave Macmillan, 2017.

Tannen, Deborah. **Talking** **from 9-5**. Morrow and Co., 1994.

Tannen, Deborah. **You** **Just Don’t Understand: Women and Men in Conversation**. Morrow and Co.

Ury, William. **Getting Past No: Negotiating with Difficult People**. Bantam Books,1991.

**For more information, please contact Maggie Lewis,** lewismgl50@aol.com