**Negotiation Bookshelf Recommendations**

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

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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.

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