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# Negotiation: Processes for Problem Solving (Aspen Casebook)

*Carrie J Menkel-Meadow, Andrea Kupfer Schneider*

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**Negotiation: Processes for Problem Solving (Aspen Casebook)** Carrie J Menkel-Meadow, Andrea Kupfer Schneider
A distinguished team of leaders in the field of dispute resolution offers a thorough treatment of negotiation skills, ethics, and problem-solving techniques. Comprehensive and current, **Negotiation: Processes for Problem Solving** covers the theory, skills, ethical issues, and legal and policy analyses relevant to all key areas of negotiation practice. Carefully selected cases are supported by key readings, from critical articles and empirical studies to statutes and regulations.

An extensive Teacher's Manual delivers problems, role-plays, sample syllabi, notes, and lists of supplemental materials.

New research is distilled for use by law students and practicing lawyers. New and complex examples from international negotiation problems come from both private and public environments. The Second Edition explores new forms of complex negotiation in international, multi-party and diverse settings and considers negotiators as problem-solving lawyers. The text is perfectly suited to free standing negotiation courses in American and foreign law schools. New problem sets appear in the text, and new simulations are found in the Teacher's Manual

**Features:**

- a thorough treatment of negotiation skills, ethics, and problem-solving techniques
- comprehensive, current coverage
  - theory
  - skills
  - ethical issues
  - legal and policy analyses relevant to all key areas of negotiation practice
- distinguished authors are leaders in the field of dispute resolution
- carefully selected cases supported by key readings, from critical articles and empirical studies to statutes and regulations
  - problems
  - role-plays
  - sample syllabi
  - notes
  - lists of supplemental materials

Thoroughly updated, the revised **Second Edition** presents:

- **latest interdisciplinary approaches to negotiation**, including new empirical studies
  - on-line negotiation
  - social and cognitive psychology
  - gender and negotiation, and multiple party negotiation
- **new negotiation research** distilled for law students and practicing lawyers
- deeper discussion of **negotiators as problem-solving lawyers**

- new and complex examples from **international negotiation problems** in both private and public environments
- new forms of **complex negotiation in international, multi-party, and diverse settings**
- Excellent for use in free-standing negotiation courses in American and foreign law schools.

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