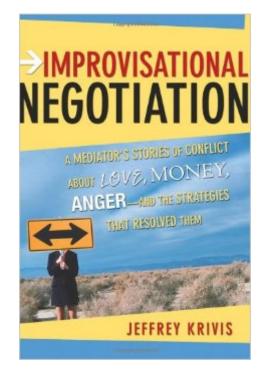
The book was found

Improvisational Negotiation: A Mediator's Stories Of Conflict About Love, Money, Anger -- And The Strategies That Resolved Them





Synopsis

Improvisational Negotiation presents an original approach for mediators, negotiators, and other dispute resolution professionals. Drawing on his own experience plus those of his colleagues, Jeffrey Krivis offers the reader dramatic, well-crafted, and highly instructive stories about people in conflict - families, organizations, corporations - and shows how mediated negotiations help them to reach a successful resolution. Unlike most books on the topic, Improvisational Negotiation does not focus on theory, philosophy, or formulaic procedures. The book highlights entertaining true stories that illuminate the skills and tools a good mediator uses to direct a successful negotiation and then asks the questions: What happened? and What strategies can we learn?

Book Information

Hardcover: 336 pages Publisher: Jossey-Bass; 1 edition (January 23, 2006) Language: English ISBN-10: 0787980382 ISBN-13: 978-0787980382 Product Dimensions: 6.3 x 1.2 x 9.3 inches Shipping Weight: 1.2 pounds (View shipping rates and policies) Average Customer Review: 4.8 out of 5 stars Â See all reviews (14 customer reviews) Best Sellers Rank: #570,087 in Books (See Top 100 in Books) #38 in Books > Law > Rules & Procedures > Alternative Dispute Resolution #523 in Books > Business & Money > Management & Leadership > Negotiating #668 in Books > Self-Help > Relationships > Conflict Management

Customer Reviews

Jeffrey Krivis has mediated thousands of cases in practically every imaginable legal area. A former trial attorney, he has been a successful mediator for over 15 years, and has served as the president of the International Academy of Mediators and the Southern California Mediation Association. He has taught various courses and workshops on mediation and dispute resolution and in 1993 he received the Dispute Resolution Lawyer of the Year Award. His website [...] is filled with a wide array of helpful information. Improvisational Negotiation takes the unusual approach of showing by example how mediation can help parties reach mutually beneficial solutions. This book forgoes any long-winded discussions of philosophy or the rigid use of a formulaic approach to conflict resolution. Instead, Krivis has filled this book with thirty stories - mostly taken from his own experience. He succinctly explains the disputes in a few pages and then shows how a mediator uses a variety of

tools and skills to bring the parties together to settle their conflicts before they end up in the courtroom. After each case is brought to a conclusion, Krivis summarizes the keys to resolving the negotiations in a short section called "What Happened?" He then concludes with a section called "What Strategies Can We Learn?" where he briefly lists the approaches taken that led to a successful resolution. This is a very entertaining way to show how various approaches are often needed to bring divergent positions to a common ground.

Download to continue reading...

Improvisational Negotiation: A Mediator's Stories of Conflict About Love, Money, Anger -- and the Strategies That Resolved Them Letting Go of Anger: The Eleven Most Common Anger Styles And What to Do About Them Bringing Peace Into the Room: How the Personal Qualities of the Mediator Impact the Process of Conflict Resolution Mad at Everything: How to Control Your Temper, Let Go of Anger, and Live a Happier Life: Your Guide to Anger Management, Controlling Your Frustration, and Living a Happier Life Strain and Dislocation Gradients from Diffraction: Spatially-Resolved Local Structure and Defects Beyond Anger: A Guide for Men: How to Free Yourself from the Grip of Anger and Get More Out of Life Anger Management for Everyone: Seven Proven Ways to Control Anger and Live a Happier Life The Dialectical Behavior Therapy Skills Workbook for Anger: Using DBT Mindfulness and Emotion Regulation Skills to Manage Anger (New Harbinger Self-Help Workbooks) The Anger Workbook for Women: How to Keep Your Anger from Undermining Your Self-Esteem, Your Emotional Balance, and Your Relationships (New Harbinger Self-Help Workbook) The Heart of Anger: Practical Help for the Prevention and Cure of Anger in Children ACT on Life Not on Anger: The New Acceptance and Commitment Therapy Guide to Problem Anger Dark Matter, Missing Planets and New Comets: Paradoxes Resolved, Origins Illuminated Anger Experiences: Group Leader Workbook (Anger Management) (Volume 2) The Anger Workbook: An Interactive Guide to Anger Management Conflict Coaching: Conflict Management Strategies and Skills for the Individual The Mediation Process: Practical Strategies for Resolving Conflict (Jossey-Bass Conflict Resolution) Ouija Board Stories: Chilling True Horror Stories Of Ouija Boards Gone Wrong (Ouija Board Stories, Ghost Stories, True Horror Stories, Ouija Board Nightmares, Haunted Places Book 1) Basic Skills for the New Mediator, Second Edition Success as a Mediator For Dummies Law of Attraction: Unleash The Secret Power Within and Learn How To Manifest More Money, More Love, More Success, More Abundance In No TIme: (Special Bonus: ... Money, Success, Happiness & Love,)

<u>Dmca</u>