

# 10 Essential Books on Negotiation and Conflict Resolution

---



Faculty members of the **Negotiation and Conflict Resolution Program** at Dalhousie University were polled on what were the 10 essential books<sup>1</sup> in the field. We had our own negotiation and agree that the following were a good cross-section of the literature. We welcome comment and debate.

Cloke, Kenneth & Goldsmith, Judith (2000) **Resolving Conflicts at Work: A Complete Guide for Everyone on the Job**. San Francisco: Jossey-Bass.

Fisher, Roger, Ury, William & Patton, Bruce (1991) **Getting To Yes: Negotiating Agreement Without Giving In** (Second Edition) New York: Penguin. *★ The foundation text for interest-based negotiation!*

Fisher, Roger, & Shapiro, Daniel (2005). **Beyond Reason: Using Emotions as you Negotiate**. New York: Viking.

Kolb, Deborah M. & Williams, Judith (2003). **Everyday Negotiation: Navigating the Hidden Agendas in Bargaining**. San Francisco: Jossey-Bass.

LeBaron, Michele (2003) **Bridging Cultural Conflicts: A New Approach for a Changing World**, San Francisco, Jossey Bass.

Patterson, Kerry; Grenny, Joseph; Switzler, Al; & McMillan, Ron (2003). **Crucial Confrontations: Tools For Resolving Broken Promises, Violated Expectations and Bad Behaviour**. New York: McGraw-Hill

Scott, Susan (2002) **Fierce Conversations: Achieving Success at Work and In Life, One Conversation at a Time**, New York: Berkley Publishing

Stone, Douglas, Patton, Bruce, & Heen, Sheila (1999) **Difficult Conversations: How to Discuss What Matters Most**. New York: Penguin Books.

Suskind, Lawrence & Field, Patrick (1996). **Dealing With an Angry Public: The Mutual Gains Approach to Resolving Disputes**. New York: The Free Press.

Ury, William (1993). **Getting Past No: Negotiating Your Way from Confrontation to Cooperation** New York: Bantam Books.

---

<sup>1</sup> There are many great articles in academic journals and other publications written by those working in the negotiation and mediation fields as well as a another related body of literature tied to peace and conflict studies that often takes an international perspective.