



# Legal Negotiation: Theory and Practice (American Casebook Series)

*Donald Gifford*

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## **Legal Negotiation: Theory and Practice (American Casebook Series) Donald Gifford**

Long-awaited second edition of this classic negotiation text, for the first time including an extensive Teacher's Manual packed with simulation problems and other classroom exercises. Specifically designed to teach students how to negotiate in the actual practice of law, but derived from the ongoing research of social science, law, and business school scholars. Sample dialogue illustrates specific negotiation tactics. Includes discussion of both the influence of race, gender, and nationality on the bargaining process and alternative dispute resolution processes.

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