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Side A

#### USD Sources:

- USD Legal Research Center  
<http://www.sandiego.edu/lrc>
- USD Library catalog [SALLY]  
<http://sally.sandiego.edu>
- USD School of Law  
<http://www.sandiego.edu/usdlaw>
- USD Home  
<http://www.sandiego.edu>
- USD Copley Library  
<http://marian.sandiego.edu>
- Circuit  
<http://circuit.sdsu.edu>

#### Legal Databases:

- Hein Online  
<http://heinonline.org>
- LegalTrac  
<http://infotrac.galegroup.com>
- Lexis  
<http://www.lexisnexis.com/lawschool>
- Westlaw  
<http://lawschool.westlaw.com>

#### Law Portal Sites:

- LII (Cornell)  
<http://www.law.cornell.edu>
- Findlaw  
<http://www.findlaw.com>

## NEGOTIATION

### Selected Online Sources:

- ABA Section of Dispute Resolution, Process Committee on Negotiation  
<http://www.abanet.org/dch/committee.cfm?com=DR020700>
- Conflict Resolution Center / CR Info / *Input NEGOTIATION in search box*  
<http://www.crinfo.org/>
- Mediate.com / *Select NEGOTIATION from drop-down TOPIC Search Box*  
<http://www.mediate.com>
- Negotiation Center of Excellence (NCE) / Air University, U.S. Air Force  
<http://negotiation.au.af.mil>
- The Negotiation Experts (Negotiation Articles)  
<http://www.negotiations.com/articles/>
- The Negotiation Guru  
<http://www.thenegotiationguru.com/>
- Negotiation Resources on ZDNet  
<http://updates.zdnet.com/tags/negotiation.html>
- Negotiations Research Network / SSRN / Harvard Business School  
<http://www.ssrn.com/neg/index.html>
- Negotiation Training Resources / The Jim Camp Group  
<http://startwithno.com/resources.html>
- Westlaw / *Input NEGOTIATION in Search for a Database box.*  
<http://lawschool.westlaw.com/>
- Working Papers / Dispute Resolution Research Ctr, Kellogg School of Mgmt  
[http://www1.kellogg.northwestern.edu/wps/SelectDocument.asp?dept\\_id=DRRC](http://www1.kellogg.northwestern.edu/wps/SelectDocument.asp?dept_id=DRRC)

Selected Print & Electronic Texts (SALLY)

- Beyond winning: negotiating to create value in deals & disputes / Robert H. Mnookin, et al.  
LRC Reading Room K 120 .M66
- California practice guide: alternative dispute resolution (*see chapter 2*) / Rutter Group  
LRC Internet: Connect via hyperlink in SALLY record / Westlaw Database: TRG-CAADR
- Credible threats in negotiations: a game-theory approach / Harold Houba, et al.  
E-Book: Connect via hyperlink in SALLY record
- Effective legal negotiation & settlement, 5<sup>th</sup> / Charles B. Craver  
LRC Reading Room KF 9084 .C72
- Game, set, match: winning the negotiations game / Henry S. Kramer  
LRC Reading Room HD 58.6 .K73 2001
- Game-theoretic models of bargaining / Alvin E. Roth, ed.  
CL Book Stacks HB 144 .G36 1985
- Getting to yes: how to negotiate agreement without giving in / Roger Fisher, et al  
CL Media RC 846 [sound recording]
- The handbook of negotiation & culture / Michele J. Gelfand, ed., et al.  
CL Book Stacks BF 637 .N4 H365
- How to negotiate like a child: unleash the little monster within to get everything you want / Bill Adler, Jr.  
CL Book Stacks HD 58.6 .A35 2006
- Language, negotiation & peace: the use of English in conflict resolution / Patricia Friedrich  
CL Book Stacks JZ 6045 .F75 2007
- Legal counseling & negotiating: a practical approach / G. Nicholas Herman, et al.  
LRC Reading Room KF 311 .H465
- Legal negotiation in a nutshell, 2<sup>nd</sup> / Larry L. Teply  
LRC Reserve KF 9084.Z9 T46; also, Westlaw Database: NEGOTIATE-NS
- Making money talk: how to mediate insured claims & other monetary disputes / J. Anderson Little  
LRC Reading Room K 2390 .L58 2007
- Negotiation analysis: the science & art of collaborative decision making / Howard Raiffa, et al.  
LRC Reading Room HD 58.6 .R342
- Negotiation as decision making: getting more of what we want / Margaret Neale  
Copley Media HD 58.6 .N4 1997 [videorecording]
- Negotiation: theory & practice, 2<sup>nd</sup> / Melissa L. Nelken  
LRC Reading Room KF 9084 .N45 2007
- Negotiation theory & research / Leigh L. Thompson, ed.  
CL Book Stacks BF 637.N4 .N445
- The negotiator's fieldbook / Andrea Kupfer Schneider, ed., et al.  
LRC Reading Room KF 9084 .Z9 N436
- Skills, techniques & strategies for effective negotiations / Patrick Cleary  
LRC Reading Room HD 58.6 .C58 2006 [videorecording]