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Effective Legal Negotiation and Settlement

Charles B. Craver

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Effective Legal Negotiation and Settlement Charles B. Craver
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Effective Legal Negotiation and Settlement explores various negotiation stages, emphasizes the importance of verbal and nonverbal communication, and discusses the different bargaining techniques negotiators are likely to encounter. This Sixth Edition also explores the impact of negotiations involving persons from diverse ethnic backgrounds or of different genders. Public and private international bargaining transactions, in recognition of the increased relevance of such transnational interactions, receive expanded treatment in this edition. The author also reviews the use of neutral mediators to assist negotiators with their interactions, and explains the ethical aspects of the negotiation process.

The comprehensive nature of Effective Legal Negotiation and Settlement provides readers with a thorough appreciation of the negotiation process and is designed to enhance their bargaining confidence. They will understand the different stages and the objectives to be achieved in each. They will also recognize the various tactics they observe and feel more capable of responding effectively to those diverse approaches.

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