
Mobius Bibliography



NEGOTIATION AND MEDIATION

Negotiation

Babcock, Linda, and Sara Laschever. *Ask for It: How Women can Use the Power of Negotiation to get What They Really Want*. New York: Bantam Books, 2008.

Babcock, Linda, and Sara Laschever. *Women Don't Ask: Negotiation and the Gender Divide*. Princeton, NJ: Princeton University Press, 2003.

Fisher, Roger, William L. Ury, and Bruce Patton. *Getting to YES: Negotiation Agreement Without Giving In*. 2nd ed. New York: Penguin Books, 1991 (1st edition, 1981).

Fisher, Roger, and Scott Brown. *Getting Together: Building Relationships as We Negotiate*. Boston: Houghton Mifflin, 1988. (Paperback edition: New York: Penguin Books, 1988).

Fisher, Roger, and Danny Ertel. *Getting Ready to Negotiate: The Getting to Yes™ Workbook*. New York: Penguin Books, 1995.

Fisher, Roger, and Alan Sharp, with John Richardson. *Getting It Done: How to Lead When You're Not in Charge*. New York: HarperCollins, 1998.

Fisher, Roger, and Daniel Shapiro. *Beyond Reason: Using Emotions as You Negotiate*. New York: Viking Press, 2005.

Fox, Erica Ariel. *Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change*. New York: HarperBusiness, 2013.

Harvard Business Essentials. *Negotiation*. Boston: Harvard Business School Press, 2003.

Harvard Business School. *Harvard Business Review on Negotiation and Conflict Resolution*. Boston: Harvard Business School Press, 2000.

Harvard Business School. *The Essentials of Negotiation*. Boston: Harvard Business School Press, 2005.

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

Kolb, Deborah M. "Her Place at the Table: A Consideration of Gender Issues in Negotiation." *Negotiation Theory and Practice*. Breslin, William J., and Jeffrey Z. Rubin (editors). Cambridge, MA: Program on Negotiation Books, 1991. pp. 261–277.

Lax, David A, and James K. Sebenius. *3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals*. Boston, Harvard Business School Press, 2006.

Lax, David A., and James K. Sebenius. *The Manager as Negotiator: Bargaining for Cooperation and Competitive Gain*. New York: Free Press, 1986.

Luce, Duncan R, Howard Raiffa. *Games and Decisions: Introduction and Critical Survey*. New York: Dover Publications, 1985.

Mnookin, Robert, Scott Peppet, and Andrew Tulumello. *Beyond Winning: Negotiating to Create Value in Deals and Disputes*. Cambridge, MA: Belknap Harvard Press, 2000.

Raiffa, Howard, John Richardson, David Metcalfe. *Negotiation Analysis: The Science and Art of Collaborative Decision Making*. Cambridge, The Belknap Press of Harvard University, 2002.

Raiffa, Howard. *The Art and Science of Negotiation*. Cambridge, MA: Harvard University Press, 1982.

Ury, William L. *Getting Past No: Negotiating With Difficult People*. New York: Bantam Books, 1991.

Ury, William. *The Power of Positive No: How to Say No and Still Get to Yes*. New York: Bantam Books, 2007.

Various Authors. *Dealing With Difficult People*. Boston, Harvard Business School Press, 2005.

Mediation and Conflict Resolution

Arrow, Kenneth, Robert H. Mnookin, Lee Ross, Amos Tversky, Robert Wilson. *Barriers to Conflict Resolution*. New York: W. W. Norton & Company, 1995.

Bush, Robert A Baruch, Joseph P. Folger. *The Promise of Mediation: Responding to Conflict Through Empowerment and Recognition*. San Francisco: Jossey-Bass, 1994.

Bowling, Daniel, and David Hoffman. *Bringing Peace into the Room: How the Personal Qualities of the Mediator Impact the Process of Conflict Resolution*. San Francisco: Jossey-Bass, 2003.

Cloke, Kenneth. *Mediating Dangerously: The Frontiers of Conflict Resolution*. San Francisco: Jossey-Bass, 2001.

Cloke, Kenneth, and Joan Goldsmith. *Resolving Personal and Organizational Conflict: Stories of Transformation and Forgiveness*. San Francisco: Jossey-Bass, 2000.

Cloke, Kenneth, and Joan Goldsmith. *Resolving Conflicts at Work: The Complete Guide for Everyone on the Job*. San Francisco: Jossey-Bass, 2000.

Dressler, Larry. *Standing in the Fire: Leading High-heat Meetings with Calm, Clarity, and Courage*. San Francisco: Berrett-Koehler, 2010.

Fox, Erica Ariel, and Marc Gafni. "Seeing with New Eyes: Toward the Field of the Future." *AC Resolution Magazine*. Fall 2005, pp. 22–25.

Fox, Erica Ariel, and Marc Gafni. "Negotiating Wisely: The Third Eye of Decision Making." *Dispute Resolution Magazine*, spring 2004, pp. 18–21.

Fox, Erica Ariel. "Alone in the Hallway: Challenges to Effective Self-Representation in Negotiation." *Harvard Negotiation Law Review*, spring 1996, pp. 85–111.

Fox, Erica Ariel. "Bringing Peace into the Room: A Review Essay." *Negotiation Journal*, July 2004, pp. 461–469.

Furlong, Gary T. *The Conflict Resolution Toolbox: Models & Maps for Analyzing, Diagnosing and Resolving Conflict*. Mississauga: John Wiley & Sons Canada, Ltd, 2005.

Gage, David. *The Partnership Charter: How to Start Out Right with Your New Business Partner*. New York: Basic Books, 2004.

Goldman, Alan. *Transforming Toxic Leaders*. Stanford, CA: Stanford Business/Stanford UP, 2009.

Gopin, Marc. *Healing the Heart of Conflict: 8 Crucial Steps to Making Peace with Yourself and Others*. New York: Rodale, 2004.

Kahane, Adam. *Collaborating with the Enemy: How to Work with People You Don't Agree with or Like or Trust*. Oakland. Berrett-Koehler, 2017.

Marshak, Robert J. *Covert Processes at Work: Managing the Five Hidden Dimensions of Organizational Change*. San Francisco, CA: Berrett-Koehler, 2006.

Mindell, Arnold. *Sitting in the Fire: Large Group Transformation Using Conflict and Diversity*. Portland: Lao Tse Press, 1995.

Moffitt, Michael L., and Robert C. Bordone. *The Handbook of Dispute Resolution*. San Francisco, CA: Jossey-Bass, 2005.

Rosenberg, Marshall B. PhD. *Speak Peace in a World of Conflict: What You Say Next Will Change Your World*. Encinitas: PuddlerDancer Press, 2005.

Stone, Douglas, Bruce Patton, and Sheila Heen. *Difficult Conversations: How to Discuss What Matters Most*. New York, NY: Viking, 1999.

Stone, Douglas, Sheila Heen. *Thanks for the Feedback: The Science and Art of Receiving Feedback Well*. New York. Penguin Books, 2014.

Susskind, Lawrence, and Patrick Field. *Dealing with an Angry Public: The Mutual Gains Approach to Resolving Disputes*. New York: Free, 1996.

Ury, William. *The Third Side: Why We Fight and How We Can Stop*. New York: Penguin Books, 2000.

Ury, William. *Possible: How We Survive (and Thrive) in an Age of Conflict*. New York: Harper Business, 2024.

Weston, Joe. *Mastering Respectful Confrontation: A Guide to Personal Freedom and Empowered, Collaborative Engagement*. Emeryville, CA: Heartwalker, 2012.

Weston, Joe. *Fierce Civility: Transforming Our Global Culture from Polarization to Lasting Peace*. Independently Published, 2023.