## Recommended Reading List

Brodow, E. (2006). *Negotiation Boot Camp*. Doubleday.

Fisher, R. and William Ury (1991). *Getting to Yes.* Penugin Books.

Ilich, J. W. (1999). *The Complete Idiot’s Guide to Winning Through Negotiation.* Alpha Books.

Lewicki, R. (1999). *Negotiation.* McGraw Hill.

Peppet, S. (2000). *Beyond Winning.* Harvard University Press.

Volkema, R. (1999). *The Negotiation Tool Kit.* American Management Association.