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Negotiation. Harvard Business Essentials Series –Harvard Business School Publishing Corporation, 2003. ISBN: 13-978-1-59139-111-1 2. William Ury. (1993) Getting Past NO: Negotiating In Difficult Situations.Bantam 3. Thomas-Kilmann Conflict Mode Instrument (to Be Purchased In Class) Addition 2th, 2024

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Use The Scenarios Below. Let The Groups Of Three Role-play The Scenarios, With One Playing The Mediator. The Mediator Can Use The Mediation Tips As A Guide. Then, After Each Scenario, Ask The Learner Playing The Mediator How Difficult The Exercise Was. Then, Ask The Two Parties Undergoing 9th, 2024

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Week 2 – Mapping The Field – Part I Readings -- Z&R, Introduction, Chapters 1-2 And 9-10 (pp. 3-77 And 319-361) Daniel Bar-Tal, 2000, "From Intractable Conflict Through Conflict Resolution To Reconciliation: Psychological Analysis", Political Psychology 21(2): 351-65 Arrow, Kenneth, Mnookin, Ross, Tversky, And Wilson 1995. Barriers To ... 15th, 2024

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CHAPTER 31 DISPUTE SETTLEMENT Section A: Dispute Settlement

Mutually Satisfactory Resolution Of A Matter That Might Affect Its Operation Or Application. Article 31.2: Scope . Unless Otherwise Provided For In This Agreement, The Dispute Settlement Provisions Of This Chapter Apply: (a) With Respect To The Avoidance Or Settlement Of Disputes Between The Parties 25th, 2024

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