

**Wiener-Rogers Law Library, University of Nevada, Las Vegas Boyd
School of Law**

**Resource Guide: *Advanced Negotiating Strategies: Preventing Impasse
and Settlement Closing Negotiation Tips***

Background Materials

Forrest S. Mosten, *Collaborative Divorce Handbook: Helping Families Without Going to Court* (Jossey-Bass, 2009). Law Library Call No.: **KF535 .M674 2009 (Treatise Collection)**

Xavier Frascogna, *The Lawyer's Guide to Negotiation* (American Bar Association, 2009). Law Library Call No.: **KF300 .F72 2009 (Treatise Collection)**

Charles Craver, *Effective Legal Negotiation and Settlement* (LexisNexis/Matthew Bender, 2009). Law Library Call No.: **KF9084 .C7 2009 (Treatise Collection)**

Raymond Saner, *The Expert Negotiator: Strategy, Tactics, Motivation, Behaviour, Leadership* (Brill, 2005). Law Library Call No.: **BF637.N4 S2313 2005 (Treatise Collection)**

Kathleen Kelley Reardon, *The Skilled Negotiator: Mastering the Language of Engagement* (Jossey-Bass, 2004). Law Library Call No.: **HD58.6 .R435 2004 (Treatise Collection)**

Phyllis Bernard and Bryant Garth (Eds.), *Dispute Resolution Ethics: A Comprehensive Guide* (American Bar Association, 2002). Law Library Call No.: **KF9084 .D578 2002 (Treatise Collection)**

Forrest S. Mosten, *The Complete Guide to Mediation: The Cutting Edge Approach to Family Law Practice* (American Bar Association, 1997). Law Library Call No.: **KF505 .M67 1997 (Treatise Collection)**

Law Review / Journal Articles

Jean R. Sternlight, "The Potential Contribution of ADR to an Integrated Curriculum: Preparing Law Students for Real World Lawyering," 25 OHIO STATE JOURNAL ON DISPUTE RESOLUTION 247 (2010).

Peter R. Reilly, "Was Machiavelli Right? Lying in Negotiation and the Art of Defensive Self-Help", 24 OHIO ST. J. ON DISP. RESOL 481 (2009).

Sylvia Shaz Shweder, "Judicial Limitations in ADR: The Role and Ethics of Judges Encouraging Settlements," 20 GEORGETOWN JOURNAL OF LEGAL ETHICS 51 (2007).

Renee A. Pistone, "Case Studies: The Ways to Achieve More Effective Negotiations," 7 PEPP. DISP. RESOL. L.J. 425 (2007).

Barry R. Temkin, "Misrepresentation by Omission in Settlement Negotiations: Should There be a Silent Safe Harbor?," 18 GEORGETOWN JOURNAL OF LEGAL ETHICS 179 (2004).

Scott R. Peppet, "Dispute Resolution: Raising the Bar and Enlarging the Canon," 54 JOURNAL OF LEGAL EDUCATION 72 (2004).

Lawrence J. Schneiderman, Jerry E. Fein and Nancy Dubler, "Case Study: The Limits of Dispute Resolution," 31 THE HASTINGS CENTER REPORT 10 (2001).

Russell Engler, "Out of Sight and out of Line: The Need for Regulation of Lawyers' Negotiations with Unrepresented Poor Persons," 85 CALIFORNIA LAW REVIEW 79 (1997).

Nevada Revised Statutes

N.R.S. 38.258 Use of other alternative methods of resolving disputes; adoption of rules by Supreme Court. Rules Governing Alternative Dispute Resolution:

<http://www.leg.state.nv.us/courtrules/RGADR.html>

Nevada Court Rules Governing Alternative Dispute Resolution:

<http://www.leg.state.nv.us/courtrules/RGADR.html>

Clark County Resources

Clark County Neighborhood Justice Center Training Program in Negotiation Skills:

http://www.clarkcountycourts.us/lvjc/NJC/NJC_Training_Services.htm

Clark County Alternative Dispute Resolution Office:

<http://www.clarkcountycourts.us/ejdc/courts-and-judges/adr/adr.html>

Clark County ADR Rules:

http://www.clarkcountycourts.us/ejdc/courts-and-judges/adr/arbitration/ArbiForms_Index.htm