

GOING FORWARD: ADDITIONAL RESOURCES

Recommended readings include:

- Fisher, Roger, William Ury, and Bruce Patton. *Getting to YES: Negotiating Agreement Without Giving In* (2nd ed). New York: Penguin Books, 1991.
- Ury, William. *Possible: How We Survive (and Thrive) in an Age of Conflict*. Harper Collins, 2024
- Ury, William. *Getting Past No: Negotiating Your Way From Confrontation to Cooperation*. New York: Bantam Books, 1993.
- Fisher, Roger and Danny Ertel. *Getting Ready to Negotiate: The Getting to YES Workbook*. New York: Penguin Books, 1995.
- Stone, Douglas, Bruce Patton, and Sheila Heen. *Difficult Conversations: How to Discuss What Matters Most*. New York: Viking/Penguin, 1999.
- Mnookin, Robert, Scott Peppet, and Andrew Tulumello. *Beyond Winning: Creating Value in Deals and Disputes*. Cambridge, MA: Harvard University Press, 2000.
- Kolb, Deborah M. and Judith Williams. *Everyday Negotiation: Navigating the Hidden Agendas in Bargaining*. San Francisco: Jossey-Bass, 2003.
- Bordone, Robert and Michael Moffitt (eds). *The Handbook of Dispute Resolution*. San Francisco: Jossey-Bass, 2005.
- Fisher, Roger and Daniel Shapiro. *Beyond Reason: Using Emotions as You Negotiate*. San Francisco: Jossey-Bass, 2005.

The best resource is, of course, continuous practice and reflection. To the extent you can prepare for, discuss, or evaluate collaborative communication with colleagues who have taken this or a similar workshop, you'll continue to increase your awareness and improve your skills.