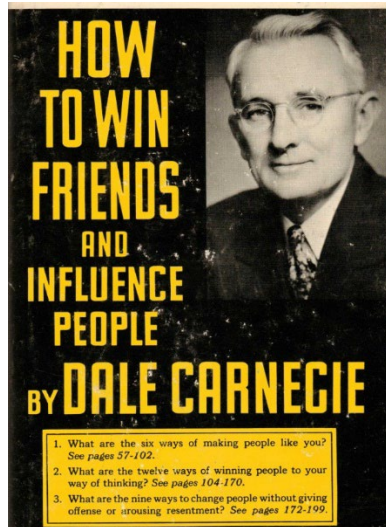


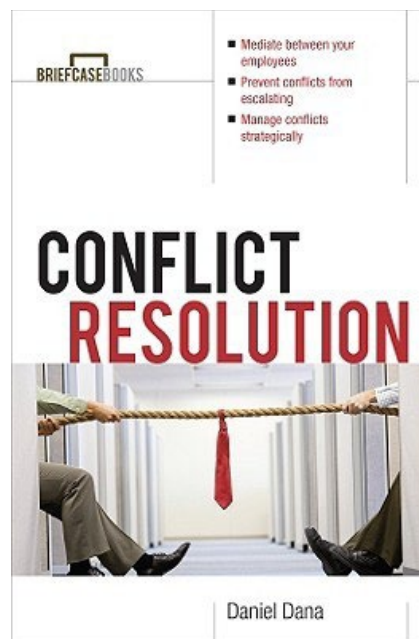


Recommended Reading List

Carnegie, D. (1936). *How to Win Friends and Influence People.* Simon & Schuster.

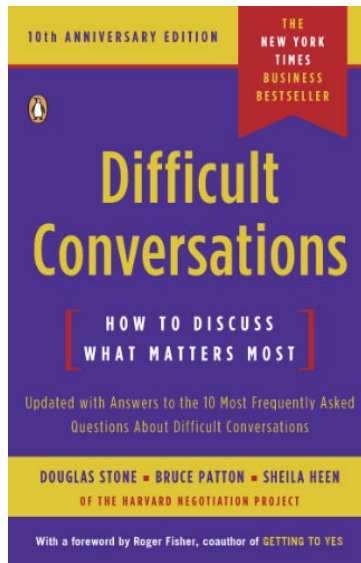


Dana, D. (2000). *Conflict Resolution.* Mcgraw-Hill.





Fisher, R., Heen, S., & Patton, B. (2000). *Difficult Conversations: How to Discuss what Matters Most* . Penguin.



Fisher, R., Patton, B., & Ury, W. (1991). *Getting to Yes: Negotiating Agreement Without Giving In* . Penguin Books.

THE INTERNATIONAL BESTSELLER

GETTING

↓↓↓ TO ↓↓↓

YES

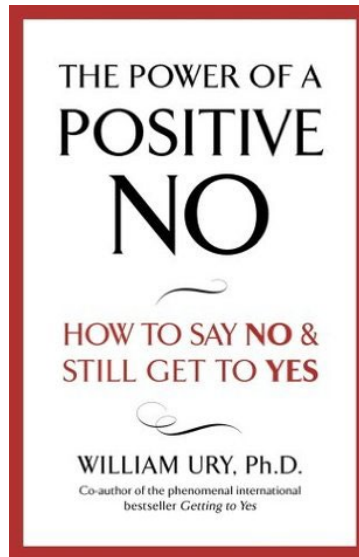
UPDATED
and
REVISED

**NEGOTIATING AGREEMENT
WITHOUT GIVING IN**

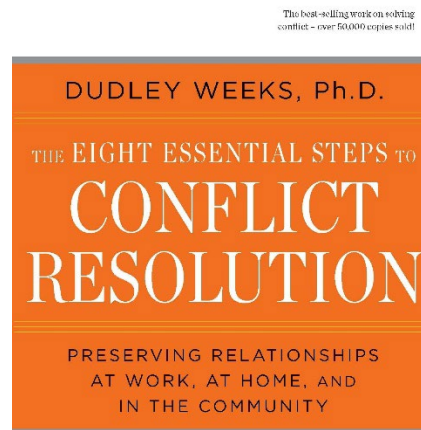
ROGER FISHER AND WILLIAM URY
AND FOR THE REVISED EDITIONS BRUCE PATTON
OF THE HARVARD NEGOTIATION PROJECT



Ury, W. (2007). *The Power of a Positive No: How to Say No and Still Get to Yes.* Bantam.



Weeks, D. (1994). *The Eight Essential Steps to Conflict Resolution .* Tarcher



 TARCHER MASTER MIND EDITIONS