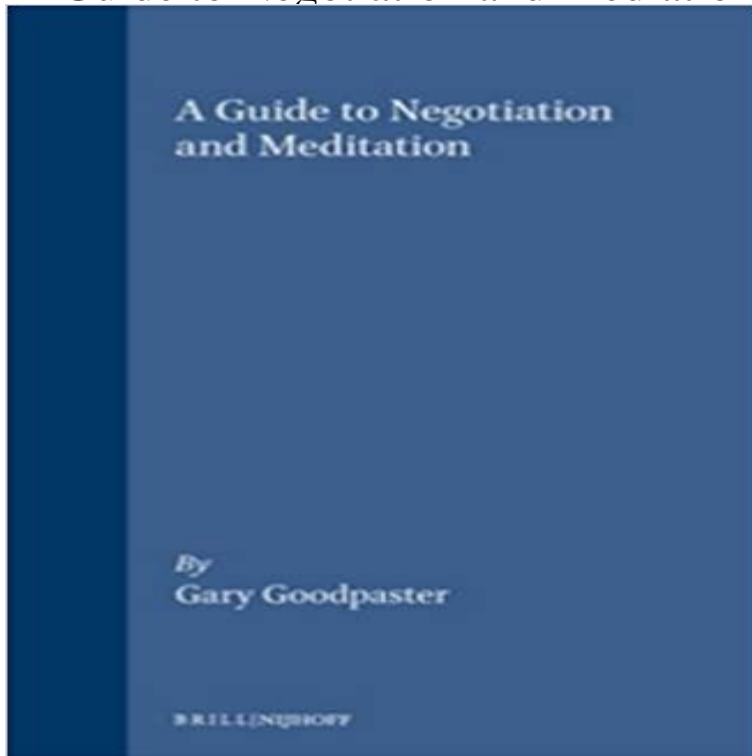


# A Guide to Negotiation and Mediation



A Guide to Negotiation and Mediation is written in a progressive, building-block fashion, moving from simple to more complex ideas. The first section covers basic negotiating strategies, concepts, and tactics; the next discusses cognitive and psychological aspects of negotiation. The book goes on to explore elements that may complicate negotiations-in particular coalition-formation and bargaining for constituencies-and concludes with a chapter on negotiation preparation and planning. Published under the Transnational Publishers imprint.

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