

- Negotiation Skills Recommended Reading List -

BOOK TITLE:

AUTHOR:

7 Habits of Highly Effective People

Stephen Covey

Getting to Yes

Fisher and Ury

Getting Past No

William Ury

People Skills

Robert Bolton

How to Win Friends and Influence People

Dale Carnegie

Crucial Conversations

Patterson, Genny, McMillian

You Can Negotiate Anything

Herb Cohen

The Art of Negotiating

Gerald Nierenburg

Working with Emotional Intelligence

Daniel Goleman

You Don't Get What You Deserve;
You Get What You Negotiate

Herb Karrass