

# SPÅ 2902 Business Communication - Negotiations and Presentations

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- @inbook{Brett\_2014, address={San Francisco, CA}, edition={Third edition}, title={Negotiation and culture: a framework}, url={<https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=33&docID=1651185&tm=1535109156850>}, booktitle={Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries}, publisher={Jossey-Bass}, author={Brett, Jeanne M.}, year={2014}, pages={1-23} }
- @book{Brown\_Cleaverley\_2010, address={Norwegian School of Management, Institute of Communication, Culture and Languages}, edition={4th ed}, title={Business cases for negotiation: student handbook : SPÅ 2902}, author={Brown, Mark and Cleaverley, Peter}, year={2010} }
- @book{Cialdini, address={Harlow}, edition={5th ed., New international ed}, title={Influence: science and practice}, publisher={Pearson Education}, author={Cialdini, Robert B.} }
- @book{Fisher\_Ury\_Patton\_2011, address={New York}, edition={3rd rev. ed}, title={Getting to yes: negotiating agreement without giving in}, publisher={Penguin Books}, author={Fisher, Roger and Ury, William and Patton, Bruce}, year={2011} }
- @book{Hansen\_2007, address={Oslo}, edition={5. utg}, title={Bedre engelsk forretningsspråk: spesialordbok i økonomisk administrativt fagspråk}, publisher={Cappelen akademisk forl}, author={Hansen, Einar}, year={2007} }
- @inbook{Hasling\_2009, address={Boston}, edition={8th ed}, title={The Speech to persuade}, booktitle={The audience, the message, the speaker}, publisher={McGraw-Hill}, author={Hasling, John}, year={2009}, pages={129-146} }
- @book{Levin\_Topping\_2006, address={Maidenhead}, title={Perfect presentations!}, volume={Student-friendly guides}, url={<https://www.dawsonera.com/abstract/9780335226214>}, publisher={Open University Press}, author={Levin, Peter and Topping, Graham}, year={2006} }
- @inbook{Lewicki\_Saunders\_2016, address={New York}, edition={6th ed}, title={Strategy and tactics of distributive bargaining}, booktitle={Essentials of negotiation}, publisher={McGraw-Hill Education}, author={Lewicki, Roy J. and Saunders, David M.}, year={2016}, pages={28-59} }
- @inbook{Malhotra\_Bazerman\_2007, address={New York, N.Y.}, title={Recognizing and resolving ethical dilemmas}, booktitle={Negotiation genius: how to overcome obstacles

and achieve brilliant results at the bargaining table and beyond}, publisher={Bantam Dell}, author={Malhotra, Deepak and Bazerman, Max H.}, year={2007}, pages={219-235} }

@inbook{McCarthy\_1995, address={Cambridge, Mass}, title={The role of power and principle in Getting to YES}, booktitle={Negotiation theory and practice}, publisher={Program on Negotiation Books}, author={McCarthy, William}, year={1995}, pages={115-122} }

@book{Reynolds\_2013, address={[S.l.]}, edition={2nd ed}, title={Presentation Zen design: a simple visual approach to presenting in today's world}, publisher={New Riders}, author={Reynolds, Garr}, year={2013} }

@book{Voss\_Raz\_2017, address={London}, title={Never split the difference: negotiating as if your life depended on it}, url={<https://ebookcentral.proquest.com/lib/bilibrary/detail.action?pq-origsite=primo&docID=6931729>}, publisher={Random House Business}, author={Voss, Christopher and Raz, Tahl}, year={2017} }

@article{Journals: The Economist, Newsweek or Time }