SPÅ 2902 Business Communication - Negotiations and Presentations



Brett, J.M. (2014) 'Negotiation and culture: a framework', in Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries. Third edition. San Francisco, CA: Jossey-Bass, pp. 1–23. Available at: https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=33&docID=1651185&t m=1535109156850.

Brown, M. and Cleaverley, P. (2010) Business cases for negotiation: student handbook: SPÅ 2902. 4th ed. Norwegian School of Management, Institute of Communication, Culture and Languages.

Cialdini, R.B. (no date) Influence: science and practice. 5th ed., New international ed. Harlow: Pearson Education.

Fisher, R., Ury, W. and Patton, B. (2011) Getting to yes: negotiating agreement without giving in. 3rd rev. ed. New York: Penguin Books.

Hansen, E. (2007) Bedre engelsk forretningsspråk: spesialordbok i økonomisk administrativt fagspråk. 5. utg. Oslo: Cappelen akademisk forl.

Hasling, J. (2009) 'The Speech to persuade', in The audience, the message, the speaker. 8th ed. Boston: McGraw-Hill, pp. 129–146.

'Journals: The Economist, Newsweek or Time' (no date).

Levin, P. and Topping, G. (2006) Perfect presentations! Maidenhead: Open University Press. Available at: https://www.dawsonera.com/abstract/9780335226214.

Lewicki, R.J. and Saunders, D.M. (2016) 'Strategy and tactics of distributive bargaining', in Essentials of negotiation. 6th ed. New York: McGraw-Hill Education, pp. 28–59.

Malhotra, D. and Bazerman, M.H. (2007) 'Recognizing and resolving ethical dilemmas', in Negotiation genius: how to overcome obstacles and achieve brilliant results at the bargaining table and beyond. New York, N.Y.: Bantam Dell, pp. 219–235.

McCarthy, W. (1995) 'The role of power and principle in Getting to YES', in Negotiation theory and practice. Cambridge, Mass: Program on Negotiation Books, pp. 115–122.

Reynolds, G. (2013) Presentation Zen design: a simple visual approach to presenting in today's world. 2nd ed. [S.l.]: New Riders.

Voss, C. and Raz, T. (2017) Never split the difference: negotiating as if your life depended on it. London: Random House Business. Available at: https://ebookcentral.proquest.com/lib/bilibrary/detail.action?pq.origsite=primo&docID =6931729.