## SPÅ 2902 Business Communication - Negotiations and Presentations



Brett, Jeanne M. 'Negotiation and Culture: A Framework'. Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions across Cultural Boundaries. Third edition. San Francisco, CA: Jossey-Bass, 2014. 1–23. Web.

<a href="https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=33&docID=1651185&tm=1535109156850">https://ebookcentral.proquest.com/lib/bilibrary/reader.action?ppg=33&docID=1651185&tm=1535109156850>.

Brown, Mark, and Peter Cleaverley. Business Cases for Negotiation: Student Handbook: SPÅ 2902. 4th ed. Norwegian School of Management, Institute of Communication, Culture and Languages: N.p., 2010. Print.

Cialdini, Robert B. Influence: Science and Practice. 5th ed., New international ed. Harlow: Pearson Education. Print.

Fisher, Roger, William Ury, and Bruce Patton. Getting to Yes: Negotiating Agreement without Giving In. 3rd rev. ed. New York: Penguin Books, 2011. Print.

Hansen, Einar. Bedre Engelsk Forretningsspråk: Spesialordbok i Økonomisk Administrativt Fagspråk. 5. utg. Oslo: Cappelen akademisk forl, 2007. Print.

Hasling, John. 'The Speech to Persuade'. The Audience, the Message, the Speaker. 8th ed. Boston: McGraw-Hill, 2009. 129–146. Print.

'Journals: The Economist, Newsweek or Time'. n. pag. Print.

Levin, Peter, and Graham Topping. Perfect Presentations! Student-friendly guides. Maidenhead: Open University Press, 2006. Web. <a href="https://www.dawsonera.com/abstract/9780335226214">https://www.dawsonera.com/abstract/9780335226214</a>.

Lewicki, Roy J., and David M. Saunders. 'Strategy and Tactics of Distributive Bargaining'. Essentials of Negotiation. 6th ed. New York: McGraw-Hill Education, 2016. 28–59. Print.

Malhotra, Deepak, and Max H. Bazerman. 'Recognizing and Resolving Ethical Dilemmas'. Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond. New York, N.Y.: Bantam Dell, 2007. 219–235. Print.

McCarthy, William. 'The Role of Power and Principle in Getting to YES'. Negotiation Theory and Practice. Cambridge, Mass: Program on Negotiation Books, 1995. 115–122. Print.

Reynolds, Garr. Presentation Zen Design: A Simple Visual Approach to Presenting in Today's World. 2nd ed. [S.I.]: New Riders, 2013. Print.

Voss, Christopher, and Tahl Raz. Never Split the Difference: Negotiating as If Your Life Depended on It. London: Random House Business, 2017. Web. <a href="https://ebookcentral.proquest.com/lib/bilibrary/detail.action?pq.origsite=primo&amp;doclD=6931729">https://ebookcentral.proquest.com/lib/bilibrary/detail.action?pq.origsite=primo&amp;doclD=6931729>.