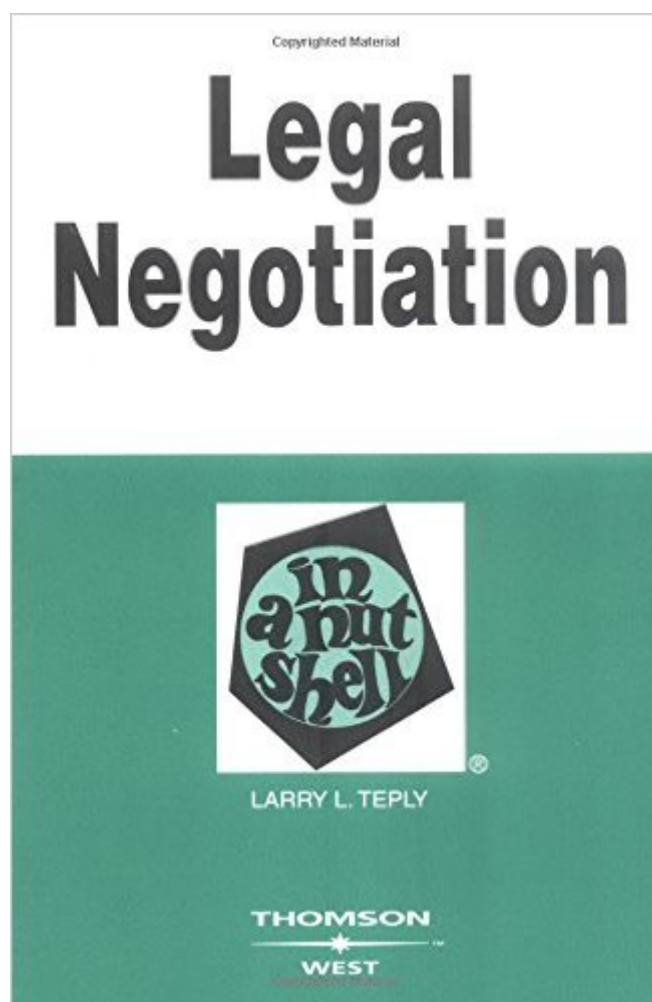


The book was found

Legal Negotiation In A Nutshell



Synopsis

Follows the entire process from opening negotiations to settlement. Text first introduces negotiation in law practice and representing a client in legal negotiation. Covers the basic types of legal negotiations, case evaluation, and preparation. Also addresses the types of legal disputes that should not be negotiated. Examines negotiating styles and strategies, as well as the stages of legal negotiation.

Book Information

Series: Nutshell

Paperback: 351 pages

Publisher: West Academic Publishing; 2 edition (March 3, 2005)

Language: English

ISBN-10: 0314154175

ISBN-13: 978-0314154170

Product Dimensions: 7.2 x 4.8 x 0.6 inches

Shipping Weight: 9.6 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 starsÂ Â See all reviewsÂ (2 customer reviews)

Best Sellers Rank: #557,186 in Books (See Top 100 in Books) #90 inÂ Books > Law > Business > Arbitration, Negotiation & Mediation #297 inÂ Books > Law > Legal Education > Legal Profession #1533 inÂ Books > Law > Rules & Procedures

Customer Reviews

ANYTHING TEPLY IS GENIUS.

Larry Teply is a genius!

[Download to continue reading...](#)

Legal Negotiation in a Nutshell Effective Legal Negotiation and Settlement, Eighth Edition Legal Negotiation: Theory and Practice (American Casebook Series) Python in a Nutshell, Second Edition (In a Nutshell) UNIX in a Nutshell: System V Edition: A Desktop Quick Reference for System V Release 4 and Solaris 2.0 (In a Nutshell (O'Reilly)) UML 2.0 in a Nutshell (In a Nutshell (O'Reilly)) VBScript in a Nutshell (In a Nutshell (O'Reilly)) Government Contracts in a Nutshell (Nutshell Series) Regulated Industries in a Nutshell (Nutshell Series) Government Contracts In A Nutshell (In a Nutshell (West Publishing)) Accounting and Finance for Lawyers in a Nutshell, 4th Edition (In a

Nutshell (West Publishing)) The Law of Corporations in a Nutshell, 6th (Nutshell Series)
Employment Law in a Nutshell, Third Edition (West Nutshell) Oil and Gas Law in a Nutshell,
(Nutshell Series) 5th (fifth) edition Criminal Law in a Nutshell (Nutshell Series) Children and the Law:
In a Nutshell (Nutshell Series) Elder Law in a Nutshell, 5th (Nutshell Series) Elder Law in a Nutshell
(Nutshell Series) Children and the Law in a Nutshell, 4th (Nutshell Series) Remedies in a Nutshell
(Nutshell Series)

[Dmca](#)