

JOCKEY CLUB INSTITUTE FOR MEDICAL EDUCATION AND DEVELOPMENT

HONG KONG ACADEMY OF MEDICINE

Mediation and Negotiation skills

No.	Title	Author
MNS01	A Rulebook for Arguments, 4th Edition	Weston, Anthony
MNS02	Bargaining with the Devil: When to Negotiate, When to Fight (Ordered)	Mnookin, Robert
MNS03	Beyond Reason: Using Emotions as You Negotiate	Fisher, Roger, Shapiro, Daniel L.
MNS04	Beyond Winning: Negotiating to Create Value in Deals and Disputes	Mnookin, Robert H., Peppet, Scott R., Tulumello, Andrew S.
MNS05	Difficult Conversations: How to Discuss What Matters Most	Stone, Douglas, Patton, Bruce M., Heen, Sheila
MNS06	Getting It Done: How to Lead When You're Not in Charge	Fisher, Roger, Sharp, Alan
MNS07	Getting Past No: Negotiating in Difficult Situations	Ury, William
MNS08	Getting to Yes: Negotiating Agreement Without Giving In	Fisher, Roger, Ury, William, Patton, Bruce
MNS09	The Mediator's Handbook, Revised & Expanded 4th Edition	Beer, Jennifer E., Packard, Caroline C. with Stief, Eileen
MNS10	The Power of a Positive No: Save The Deal, Save The Relationship- and Still Say No	Ury, William
MNS11	The Third Side: Why We Fight and How We Can Stop	Ury, William L.