

# Recommended Reading

## Negotiation

Getting to Yes by Roger Fisher and William Ury

Getting Past No by William Ury

Pocket Mentor: Negotiating Outcomes by Harvard Business School Press

## Communication

Crucial Conversations by Kerry Patterson, Joseph Grenny, Ron McMillan and Al Switzler

Living Nonviolent Communication by Marshall B. Rosenberg

Influence: The Psychology of Persuasion by Robert B. Cialdini

Pocket Mentor: Managing Difficult Interactions by Harvard Business School Press

