

# Recommended Resources

## Videos

Negotiation expert: Lessons from my horse | Margaret Neale | TEDxStanford

[https://www.youtube.com/watch?v=KTTnoi\\_ZyA](https://www.youtube.com/watch?v=KTTnoi_ZyA)

Getting to yes in the real world: William Ury at TEDxMidwest

<https://www.youtube.com/watch?v=IYdk1NK9-ro>

The power of listening | William Ury | TEDxSanDiego

<https://www.youtube.com/watch?v=saxfavo1OQo>

## Research

- 'The Interpersonal Effects of Anger and Happiness in Negotiations' by van Kleef, De Dreu & Manstead, in Journal of Personality and Social Psychology

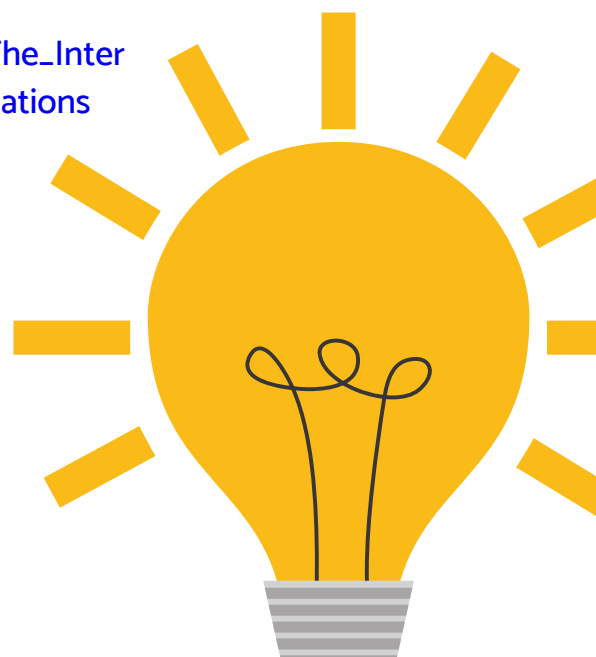
Available at:

[https://www.researchgate.net/publication/8922924\\_The\\_Interpersonal\\_Effects\\_of\\_Anger\\_and\\_Happiness\\_in\\_Negotiations](https://www.researchgate.net/publication/8922924_The_Interpersonal_Effects_of_Anger_and_Happiness_in_Negotiations)

- 'Emotion and conflict in negotiation: introducing the emotions as social information (EASI) model' by van Kleef

Available at:

<https://ssrn.com/abstract=1032131>



## Articles

There are plenty of great articles on negotiation out there. Try searching 'negotiation' on any of the following websites. I've included links to a few of their best articles.

### Forbes

[The Benefits of Everyday Negotiations](#) by Ashira Prossack

[Soft Skills for the Art of a Successful Negotiation](#) by Wayne Elsey

### Harvard Business Review

[Emotion and the Art of Negotiation](#) by Alison Wood Brooks

[How to Bounce Back After a Failed Negotiation](#) by Carolyn O'Hara

### Inc.

[The 5 Most Important Negotiation Skills You Must Master](#) by David Finkel

[10 Rules That Will Help You Win Negotiations](#) by Yoram Solomon

## Other

Harvard Negotiation Project ([pon.harvard.edu](http://pon.harvard.edu))

Browse their blog, subscribe to the Negotiation Insider newsletter, and access free reports on topics like BATNA and dealing with difficult people.

Thomas-Kilmann Conflict Mode Instrument ([kilmanniagnostics.com](http://kilmanniagnostics.com))

Purchase the TKI assessment for insight and advice on how you handle conflict.

