

For further Reading

The link to www.amazon.de is there so that you can quickly and easily access a write-up to the book. The sample represent the stand from January 2010. I will of course provide extracts of the literature in my seminars for your review.

Should you have any further questions or comments please do not hesitate to contact me under the following address:

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Your *Carsten Scholz*

■ About Negotiation

Camp J., [Start with NO](#), The negotiation tools that the pros Don't want you to know, 2002, Crown Pub Inc, ISBN 978-0609608005

http://www.amazon.com/Start-NO-Negotiating-Tools-that/dp/0609608002/ref=sr_1_1?ie=UTF8&qid=1248587085&sr=8-1

O'Connor Joseph, NLP: [A Practical Guide to Achieving the Results You Want](#): Workbook, 2001, Thorsons, ISBN 978-0007100033

http://www.amazon.de/NLP-Practical-Achieving-Results-Workbook/dp/0007100035/ref=sr_1_1?ie=UTF8&s=books-intl-de&qid=1255323207&sr=1-1

Fisher R. & Ury W., [Getting to Yes](#) – negotiating an agreement without giving in, 1992, 2nd edition, Random House , London, ISBN 9781844131464

http://www.amazon.com/Getting-Yes-Negotiating-Agreement-Without/dp/0395631246/ref=sr_1_1?ie=UTF8&qid=1248587027&sr=8-1

Harvard Business Essentials, Negotiation, 2003, 1. Series, Boston, Massachusetts, ISBN 978-1-59139-111-1

Harvard Business Review on Negotiation and Conflict Resolution, Mcgraw-Hill Professional (1. Februar 2000), ISBN-13: 978-1578512362

http://www.amazon.com/Business-Negotiation-Conflict-Resolution-Paperback/dp/1578512360/ref=sr_1_1?ie=UTF8&qid=1248586960&sr=8-1

Karrass C. L., Give and Take, [The complete guide to Negotiating Strategies and Tactics](#), 1995, rev. edition, ISBN0-88730-734-4

http://www.amazon.com/GIVE-TAKE-COMPLETE-NEGOTIATING-STRATEGIES/dp/B000GRQ7RW/ref=sr_1_1?ie=UTF8&qid=1248586882&sr=8-1

Lewicki, R. J., Hiam A. and Olander K. W, Think before you speak - [A complete guide to strategic negotiation](#), 1996, John Wiley & Sons, Inc., ISBN 0-471-01321-8

http://www.amazon.com/Think-Before-You-Speak-Negotiation/dp/0471013218/ref=sr_1_1?ie=UTF8&qid=1248586833&sr=8-1

Morrison T., Conaway W. A., [^](#), 2006, 2nd edition, Adams Media, Avon, 1-59337-368-6; Guide to Doing Business in More Than 60 Countries

http://www.amazon.com/Shake-Hands-Bestselling-Business-Countries/dp/1593373686/ref=sr_1_1?ie=UTF8&qid=1248586759&sr=8-1

Peeling, N.; Brilliant Negotiations: [What the best negotiators know, say and do](#); 2008, Pearson Education Limited; ISBN 978-0273712350

http://www.amazon.com/Brilliant-Negotiations-What-Negotiators-Know/dp/0273712357/ref=sr_1_1?ie=UTF8&qid=1248586725&sr=8-1

Schuh C., Kromoser R., Strohmer M. F.; [The Purchasing Chessboard: 64 Methods to Reduce Cost and Increase Value with Suppliers](#); 2008, 1st Edition, Springer, Berlin; ISBN: 978-3540887249

http://www.amazon.com/Purchasing-Chessboard-Methods-Increase-Suppliers/dp/3540887245/ref=sr_1_1?ie=UTF8&qid=1248586639&sr=8-1

Stone D., Patton B., Heen S., [Difficult conversations](#) – your boss, your spouse, your friends, your kids, your clients, - how to discuss what matters most, 2000, Penguin Books Ltd., London, ISBN-13: 978-0140288520

http://www.amazon.com/Difficult-Conversations-Discuss-what-Matters/dp/014028852X/ref=sr_1_1?ie=UTF8&qid=1248586525&sr=8-1

Walther G. R., Say what you mean and get what you want – [How to speak the language of success](#), 1993, Judy Piatkus Ltd., London, ISBN 978-0749912031

http://www.amazon.com/Say-What-You-Mean-Want/dp/0749912030/ref=sr_1_11?ie=UTF8&qid=1248586425&sr=8-11

Ury W.; [Getting Past No](#): Negotiating in Difficult Situations, B&T; 1993, Edition reissue 2007, ISBN: 978-0553371314

http://www.amazon.com/Getting-Past-No-William-Ury/dp/0553371312/ref=sr_1_3?ie=UTF8&qid=1248586183&sr=8-3

Yankelovich D., The Magic of Dialogue, [Transforming conflict into cooperation](#), 1999, Touchstone; New York, ISBN-13: 978-0684865669

http://www.amazon.com/Magic-Dialogue-Transforming-Conflict-Cooperation/dp/0684865661/ref=sr_1_1?ie=UTF8&qid=1248585998&sr=8-1

People and DSIC:

Alessandra T., O'Connor M. J. and VanDyke J., People Smart: [Powerful Techniques for Turning Every Encounter Into a Mutual Win](#), 1995, 8th edition, Alessandra & Assoc Inc., ISBN-13: 978-0962516115

http://www.amazon.com/People-Smart-Powerful-Techniques-Encounter/dp/0962516112/ref=sr_1_1?ie=UTF8&qid=1248585955&sr=8-1

Alessandra T., O'Connor Michael. J. and VanDyke J., People Smarts - [Behavioral Profiles](#), People Smarts Book: Bending the Golden Rule to Give Others What They Want, 1994, Pfeiffer & Co., ISBN-13: 978-0883904213

http://www.amazon.com/People-Smarts-Bending-Golden-Others/dp/0883904217/ref=sr_1_1?ie=UTF8&qid=1248585462&sr=8-1

People Smart in Business, [Using the DISC Behavioral Styles](#) Model to Turn Every Business Encounter into a Mutual Win, 2006, Alessandra & Assoc Inc., ISBN-13: 978-0981937106
http://www.amazon.com/People-Smart-Business-Behavioral-Encounter/dp/1933596619/ref=sr_1_1?ie=UTF8&qid=1248585409&sr=8-1

Alessandra T., Zimmermann S. M., [The Platinum Rule](#) for Sales Mastery, 2009, Alessandra & Assoc Inc., ISBN-13: 978-0981937120
http://www.amazon.com/Platinum-Rule-Sales-Mastery/dp/0981937128/ref=sr_1_2?ie=UTF8&qid=1248585305&sr=8-2