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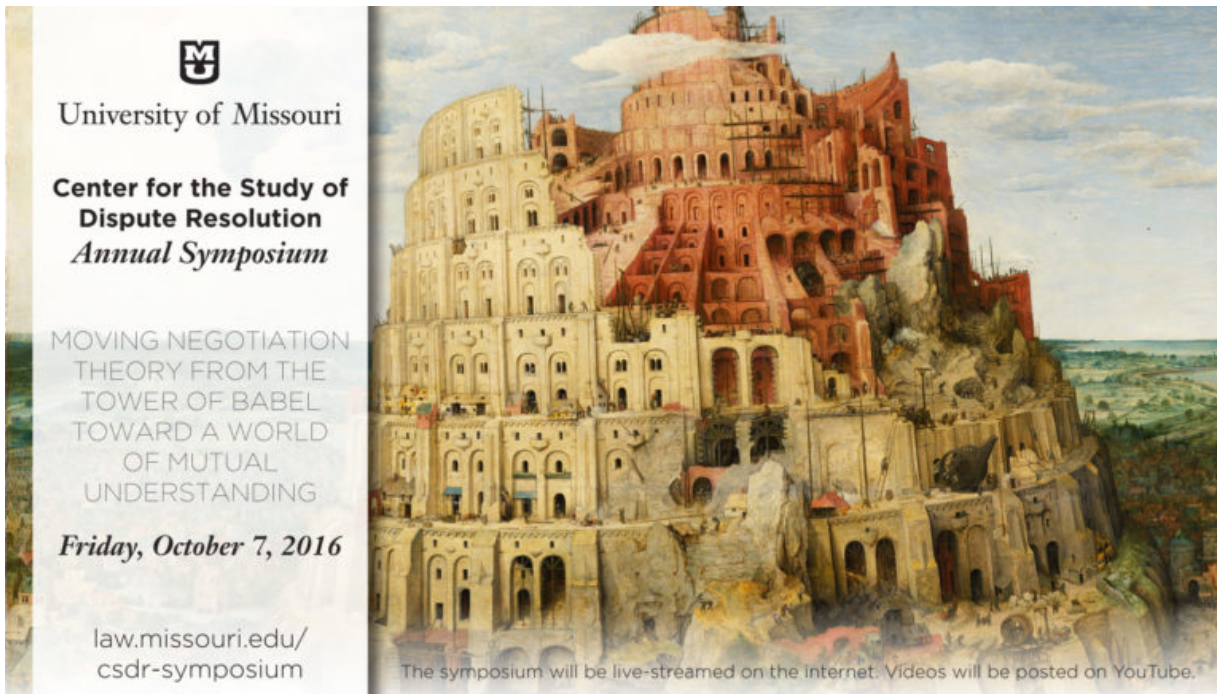
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Published Versions of Tower of Babel Symposium Articles

John M. Lande

PUBLISHED VERSIONS OF TOWER OF BABEL SYMPOSIUM ARTICLES

AUGUST 23, 2017 | JOHN LANDE | LEAVE A COMMENT

Here are the published versions of the articles from Missouri's symposium last year, Moving Negotiation Theory from the Tower of Babel Toward a World of Mutual Understanding.

Clicking on the titles below will take you to the abstracts with more information for most of the articles as well as a link to the articles themselves.

Moving Negotiation Theory from the Tower of Babel Toward a World of Mutual Understanding by John Lande. (Click here for the conclusion, which synthesizes insights from the symposium.)

The Definition of Negotiation: A Play in Three Acts by Andrea Kupfer Schneider, Noam Ebner, David Matz and John Lande

Using the Terms Integrative and Distributive Bargaining in the Classroom: Time for Change? by Rishi Batra

How to Learn About Negotiation from Full–Length Descriptions of Real Events by David Matz and Adrian Borbély

Building Theory from Real Life Negotiations by John Lande

Novel Negotiation by Rebecca Hollander–Blumoff

Should they Listen to Us? Seeking a Negotiation / Conflict Resolution Contribution to Practice in Intractable Conflicts by Sanda Kaufman, Christopher Honeyman and Andrea Kupfer Schneider

Negotiation is Changing by Noam Ebner (See also this blog post.)

A "Grand" Unified Negotiation Theory… in Context by Adrian Borbély, Noam Ebner, Christopher Honeyman, Sanda Kaufman and Andrea Kupfer Schneider

On the Forming of Unified Field Theories by Noam Ebner

In addition to the articles, the symposium has generated Virtual book club conversations discussing the readings (which are great reading assignments)

◀ EVENTS   ◀ FOR TEACHERS AND STUDENTS   ◀ NEGOTIATION   ◀ RECENT SCHOLARSHIP

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