

20 Books That Every Mediator Should Read

Erica B. Gray

Full List Compiled by Members of the Linked In
ADR, Conflict Resolution and Mediation Exchange
Full List Available at <http://www.disputed.com/training.html>

July 2010

In alphabetical order by author

- Bush, Robert A. Baruch and Joseph Folger (2005). *The Promise of Mediation: The Transformative Approach to Conflict*. Wiley.
- Cialdini, Robert B. (2008). *Influence: Science and Practice*. Pearson/Allyn and Bacon.
- Cloke, Kenneth (2001). *Mediating Dangerously: The Frontiers of Conflict Resolution*, Jossey Bass.
- Fisher, Roger, William L. Ury, and Bruce Patton (1991). *Getting to Yes, 2nd Ed.* Penguin Books
- Fisher, Roger and Daniel Shapiro (2006). *Beyond Reason: Using Emotions as You Negotiate*. Penguin Books.
- Friedman, Gary and Jack Himmelstein, (2008). *Challenging Conflict: Mediation Through Understanding*. Harvard Program on Negotiation.
- Goleman Daniel (2006). *Social Intelligence: The New Science of Human Relationships*. Random House Publishers.
- Lazare, Aaron (2005). *On Apology*. Oxford University Press.
- Lederach, John Paul and Janice Moomaw Jenner (2002). *A Handbook of International Peacebuilding: Into the Eye of the Storm*. Jossey-Bass.
- Lenski, Tammy (2009). *Making Mediation Your Day Job*. iUniverse, Incorporated.
- Mayer, Bernard (2000). *The Dynamics of Conflict Resolution*. Jossey-Bass.
- Mayer, Bernard S. (2004). *Beyond Neutrality: Confronting the Crisis in Conflict Resolution*. Jossey-Bass.
- Mayer, Bernard, (2009). *Staying with Conflict: A Strategic Approach to Ongoing Disputes*. John Wiley & Sons.
- Mnookin, Robert H. (2010). *Bargaining with the Devil: When to Negotiate, When to Fight*. Simon and Schuster.

Mnookin, Robert H., Scott R. Peppet, Andrew S. Tulumello (2000). *Beyond Winning: Negotiating to Create Value in Deals and Disputes*. Belknap Press of Harvard University Press.

Moore, Christopher W (2003). *The Mediation Process: Practical Strategies for Resolving Conflict (3rd edition)*. Jossey-Bass.

Raifa, Howard, John Richardson, David Metcalfe (2007). *Negotiation Analysis: The Science and Art of Collaborative Decision Making*. Belknap Press of Harvard University Press

Stone, Douglas, Bruce Patton, Sheila Heen (2000). *Difficult Conversations, How to Discuss What Matters Most*. Penguin Books.

Tsu, Sun. *The Art of War*. Various Publishers.

Winslade, John, Gerald D. Monk, and Gerald Monk (2000). *Narrative Mediation: A New Approach to Conflict Resolution*. Jossey-Bass, Inc.

Bonus Titles

Gladwell, Malcolm (2005). *Blink: The Power of Thinking Without Thinking*. Little Brown and Company

Hallinan, Joseph T. (2010). *Why We Make Mistakes: How We Look Without Seeing, Forget Things in Seconds, and Are All Pretty Sure We Are Way Above Average*. Broadway.

Zander, Rosamund Stone and Benjamin Zander (2000). *The Art of Possibility: Transforming Professional and Personal Life*. Penguin Books.

Csikszentmihalyi, Mihaly (1996). *Creativity: Flow and the Psychology of Discovery and Invention*. Harper Perennial.