

Email to Students about Course Materials

Subject: BLAW 453 begins in 3 weeks - please get your books

Date: Wednesday, June 17, 2020 at 11:26:59 AM Pacific Daylight Time

From: Nanci.Carr@csun.edu

To: Carr, Nanci

Hi everyone. I hope you are safe and well.

Our summer class begins three weeks from today on July 8, so I wanted to touch base with you now to give you the required book list. These books are all paperbacks, inexpensive, and readily available online. (Some may be available electronically on Kindle.)

Please be sure that you have the books before July 8.

Summer classes move very quickly. In the past, I have had students not acquire the books until the third week of the six week term, and they had a very difficult time catching up. Please do not add that stress to yourself.

All three of these books are required:

1. Fisher, R. and Ury, W. *Getting to Yes: Negotiating Agreement Without Giving In* (any edition is fine).
2. Lewicki, R., Saunders, D. & Barry, B. *Negotiation: Readings, Exercises and Cases* (7th ed., 2015) New York: McGraw-Hill ISBN 978-0-07-786242-8. (You must have the 7th edition or the assignments won't match.)
3. Stone, D., Pagon, B. & Heen, S. *Difficult conversations: How to discuss what matters most* (any edition is fine).

If you have any questions, please let me know.

Thank you,
Professor Carr
