

Legal Negotiation Theory & Strategy 2e
By Russell Korobkin



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Russell Korobkin is Professor of Law at the UCLA School of Law, 2007), and NEGOTIATION THEORY AND STRATEGY (Aspen Law & Business, 2d. ed. 2009) .

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Against Integrative Bargaining Russell Korobkin teaches Negotiation, Contracts, He authored the textbook Negotiation Theory and Strategy (Aspen Law

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Russell Korobkin is faculty director of the Negotiation
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I. INTRODUCTION Negotiation and other lawyering processes emerged during the past decade as legitimate subjects for study and teaching both within legal academe 1 and

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2012), Negotiation Theory and Strategy! (Wolters Kluwer, <http://www3.nd.edu/~ndlaw/lamb/substance-methodology-conference/bios/Korobkin.pdf>

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