

## Negotiation Strategies: Annotated Bibliography

Thompson, Leigh. **The Truth About Negotiations**. Upper Saddle River: FT Press, 2008. 224 pages. ISBN 0136007368. A slim, modern and quick “airplane” read that you can skim on your way to an interview. Presents negotiation tips in a series of 53 simple maxims.

**The Essentials of Negotiation**. Harvard Business School Press, 2005. 355 pages. ISBN 1-59139-574-7. A great overview of negotiation, with clear definitions of terms and step by step application to scenarios.

Fisher, Roger. Ury, William. Patton, Bruce. **Getting to Yes: Negotiating Agreement without Giving In, 2nd Edition**. Penguin. 1991. 200 pages. ISBN 0140157352. A classic, introducing the idea of values based negotiation instead of zero sum game win/lose negotiation.

Babcock, Linda. Laschever, Sara. **Women Don't Ask: The High Cost of Avoiding Negotiation-and Positive Strategies for Change**. Bantam 2007. 272 pages. ISBN 0553383876  
An overview of studies which explains why women are often disempowered in negotiations and how to overcome this stigma.

Lax, David A. Sebenius, James K. **3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals**. Harvard Business Press, 2006. 286 pages. ISBN 1591397995  
Advanced negotiation techniques, more relevant to ECP's with leadership roles involving complex multi-party negotiations than for graduating fellows looking for their first job

**Report on Medical School Faculty Salaries: 2008-2009**. Association of American Medical Colleges. January 2010. [www.aamc.org](http://www.aamc.org) Regional norms about child and adolescent psychiatry salaries in academia. You can often find this in your medical school library or with the department administrator.

**Achieve the Job Offer You Deserve by Avoiding These 10 Salary Negotiation Mistakes** by Randall S. Hansen, PhD • [http://www.quintcareers.com/salary\\_negotiation\\_mistakes.html](http://www.quintcareers.com/salary_negotiation_mistakes.html)  
A good website for a quick refresher before you enter your first negotiation.