



## Reading Recommendations

### Important

Brown, Brené (2010) **The Gifts of Imperfection: Let go of who you think you're supposed to be and embrace who you are**, Hazelden Publishing

Cloke, Kenneth (2001) **Mediating Dangerously**, Jossey-Bass

Cloke, Kenneth (2013) **The Dance of Opposites: Explorations in Mediation, Dialogue and Conflict Resolution Systems**, GoodMedia Press

Dobelli, R. (2014) **The Art of Thinking Clearly**, Harper Collins

Fisher, R and Ury, W (1991) **Getting to Yes**, Penguin (2nd Edition)

Nesic, M and Boulle, L (2009) **Mediator Skills and Techniques: Triangle of Influence: Skills, Techniques and Strategies**, Bloomsbury Professional

Richbell, David (2014) **How to Master Commercial Mediation**, Bloomsbury Professional Ltd

Schein, Edgar (2013) **Humble Inquiry: The Gentle Art of Asking Instead of Telling**, Berret-Koehler

Stengel, Richard (2010) **Mandela's Way: Lessons on Life**, Virgin books.

Ury, William (2015) **Getting to Yes with Yourself**, Harper One

Ury, William (1999) **The Third Side: Why We Fight and How We Can Stop**, Penguin.

### For Consideration

Abramson, Harold (2011), **Mediation Representation**, Oxford University Press

Adams, S (1998) **What the Fly Heard: What Mediators Say Behind Closed Doors**, Conflict Resolution Services

Adler, Peter S (2008), **Eye of the Storm Leadership**, Mediate.Com Publications

Barner, R and Barner C (2012) **Building Better Teams: 70 Tools and Techniques for Strengthening Performance Within and Across Teams**, Pfeiffer

Cloke, Kenneth (2006) **The Crossroads of Conflict: A Journey Into the Heart of Dispute Resolution**, Janis Publications

Cloke, Kenneth (2008) **Conflict Revolution, Mediating Evil, War, Injustice and Terrorism: How Mediators Can Help Save the Planet**, Janis Publications

Covey, Stephen M. R. (2006) **The Speed of Trust: The One Thing That Changes Everything**, Free Press

Crawley, J. & Graham, K. (2002) **Mediation for Managers**, Nicholas Brealey Publishing

De Bono, Edward (1990) **Six Thinking Hats**, Penguin

De Bono, Edward (2006) **Why So Stupid?**, Blackhall Publishing

**Essays on Mediation: Dealing with Disputes in the 21<sup>st</sup> Century**, Wolters Kluwer (2016)

Fisher, R and Sharp, A (1999) **Getting It Done: How to Lead When You're Not in Charge**, Harper Collins Business. Review

Fisher, Roger and Shapiro, Daniel (2007) **Building Agreement: Using Emotions as You Negotiate**, Random House

Fisher, R and Brown, S (1988) **Getting Together: Building Relationships as We Negotiate**, Penguin

Fraser, D. (2011) **Relationship Mastery: A Business Professional's Guide**, Visual Impressions Publishing

Heie, Harold (2007) **Learning to Listen, Ready to Talk: a Pilgrimage Towards Peacemaking**, Universe Publications

Lande, J (2011) **Lawyering with planned early negotiation: How you can get good results for clients and make money**, American Bar Association

Mackie, Karl J; Miles, David; Marsh, William; Allen, Tony (2007) **Commercial Dispute Resolution – The ADR Practice Guide**, Butterworths (3rd Edition)

Mayer, Bernard (2009) **Staying with Conflict: a Strategic Approach to Ongoing Disputes**, Jossey-Bass

Mnookin, R. (2011) **Bargaining with the Devil: When to Negotiate, When to Fight**, Simon & Schuster

Monberg, Tina (2007) **Handbook of Human Conflict Technology**, T Monberg/Paragon

Nowak, M and Highfield, R (2011) **Super Cooperators: Evolution, Altruism and Human Behaviour**, Canongate Books Ltd

Pel, Machteld (2008), **Referral to Mediation**, Sdu Uitgevers

Picker, Bennett G (2003), **Mediation Practice Guide**, American Bar Association (2nd edition).

Podziba, Susan L (2013) **Civic Fusion: Mediating Polarized Public Disputes**, American Bar Association

Richbell, David (2008), **Mediation of Construction Disputes**, Blackwell Publishing

Rosenberg Marshall B (2000) **Nonviolent Communication – a Language of Compassion**, PuddleDancer Press, California

Schutte, Brendan (2003) **Fixing the Fighting**, Oak Tree Press

Sennett, Richard (2013) **Together: the Rituals, Pleasures and Politics of Cooperation**, Allen Lane

Stitt, Alan (2004) **Mediation: A Practical Guide**, Cavendish

Stone, Patton and Heen (2000) **Difficult Conversations**, Penguin

Ury, William (2007) **The Power of a Positive No**, Hodder & Stoughton

Wheeler, Michael (2013) **The Art of Negotiation: How to Improvise Agreement in a Chaotic World**, Simon & Schuster Children's Publishing

## **Useful Others**

Axelrod, Robert (1984) **The Evolution of Cooperation**, Basic Books

Brafman, Ori and Beckstrom, Rod A. (2006) **The Starfish and the Spider: the Unstoppable Power of Leaderless Organisations**, Portfolio

Brams, Steven (2011) **Game Theory and the Humanities: Bridging Two Worlds**, MIT Press

Bush, R.A.B and Folger, J.P. (1994) **The Promise of Mediation**, Jossey Bass

Chabris, C. and Simons, D. (2010) **The Invisible Gorilla**, Harper Collins

Cialdini, R (2016), **Pre-Suasion: A Revolutionary Way to Influence and Persuade**, Simon & Schuster

Cooley, John (2005) **Creative Problem Solver's Handbook for Negotiators and Mediators**, American Bar Association ([www.abanet.org](http://www.abanet.org))

Cordelius & Faire (2003) **Everyone Can Win – How to Resolve Conflict**, Simon & Schuster

Covey, S.R. (1989) **The 7 Habits of Highly Effective People**, Simon & Schuster

Craig, Yvonne Joan (1999) **Peacemaking for Churches**, SPCK

De Bono, Edward, **Conflicts: A Better Way to Resolve Them**, Penguin

Doherty and Guyler (2008) **The Essential Guide to Workplace Mediation and Conflict Resolution**, Kogan Page

Fisk, Peter (2014) **Gamechangers: Creating Innovative Strategies for Business and Brands**, John Wiley & Sons

Gladwell, Malcolm (2000) **The Tipping Point: How Little Things Can Make a Big Difference**, Little, Brown and Company.

Gladwell, Malcolm (2009) **What the Dog Saw**, Allen Lane

Godin, Seth (2008) **Tribes**, Piatkus

Goldstein, N., Martin, S., and Cialdini, R., (2007) **Yes! 50 Secrets from the Science of Persuasion**, Profile Books

Goleman, Daniel (1996) **Emotional Intelligence**, Bloomsbury

Grant, Adam (2016) **Originals: How Non-conformists Change the World**, WH Allen

Gunn, Jane (2010) **How to Beat Bedlam in the Boardroom and Boredom in the Bedroom**, HotHive Books

Hulme, Mike (2009) **Why We Disagree about Climate Change – Understanding Controversy, Inaction and Opportunity**, Cambridge

Isenhardt, M.W. and Spangle, M.L. (2000) **Collaborative Approaches to Resolving Conflict**, Sage

Jones, Morgan (1998) **The Thinker's Toolkit, 14 Powerful Techniques for Problem Solving**, Three Rivers Press

Kahneman, Daniel (2011) **Thinking Fast and Slow**, Allen Lane. Review

Lewis, M. (2016) **The Undoing Project: A Friendship that Changed the World**, Allen Lane

Macfarlane, J. (2008) **The New Lawyer**, University of British Columbia Press

Matthews, Robert (2016) **Chancing it: The laws of chance - and what they mean for you**, Profile Books

Mayer, Bernard (2005) **Beyond Neutrality: Confronting the Crisis in Conflict Resolution**, Jossey Bass

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

Nemeth, M. (2007) **Mastering Life's Energies**, New World Library

Newmark, C. and Monaghan, A. (2005) **Butterworth's Mediators on Mediation**, Tottel

Patterson, Grenny and others (2002). **Crucial Conversations**, McGraw Hill

Roberts, S and Palmer, M. (2005) **Dispute Processes: ADR and the Primary Forms of Decision Making**, Cambridge University Press

Scharmer, C Otto and Kaufer, Katrin (2013) **Leading from the Emerging Future: From Ego-System to Eco-System Economies**

Strasser and Randolph (2004) **Mediation: A Psychological Insight into Conflict Resolution**, Continuum

Susskind, Richard (2008) **The End of Lawyers? Rethinking the Nature of Legal Services**, Oxford University Press

Thompson, Leigh L. (2005) **The Heart and Mind of the Negotiator**, Pearson Prentice Hall (3rd Edition)

Turkle, Sherry (2015) **Reclaiming Conversation: The Power of Talk in a Digital Age**, Penguin Press

Ury, W.L. (1993) **Getting Past No**, Bantam Books

Van Winkle, John V. (2005) **Mediation: A Path Back for the Lost Lawyer**, American Bar Association (2nd Edition)

Wilkinson and Pickett (2011) **The Spirit Level – Why Equality is Better for Everyone**, Penguin

Wolf, Miroslav (1996) **Exclusion and Embrace: A Theological Exploration of Identity, Otherness and Reconciliation**, Abingdon Press