



Reading Recommendations

Important

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

Cloke, K. (2001) **Mediating Dangerously**, Jossey-Bass

Cloke, K. (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, D. (2014) **How to Master Commercial Mediation**, Bloomsbury Professional Ltd

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

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

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

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

For Consideration

Abramson, H. (2011), **Mediation Representation**, Oxford University Press

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

Adler, P. 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, K. (2006) **The Crossroads of Conflict: A Journey Into the Heart of Dispute Resolution**, Janis Publications

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

Covey, S. 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, E. (1990) **Six Thinking Hats**, Penguin

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

Essays on Mediation: Dealing with Disputes in the 21st 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, R. and Shapiro, D. (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, H. (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, K. J; Miles, David; Marsh, William; Allen, Tony (2007) **Commercial Dispute Resolution – The ADR Practice Guide**, Butterworths (3rd Edition)

Mayer, B. (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, T. (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, M. (2008), **Referral to Mediation**, Sdu Uitgevers

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

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

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

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

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

Sennett, R. (213) **Together: the Rituals, Pleasures and Politics of Cooperation**, Allen Lane

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

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

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

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

Useful Others

- Axelrod, R. (1984) **The Evolution of Cooperation**, Basic Books
- Banaji, M. and Greenwald, A. (2013) **Blindspot: Hidden Biases of Good People**, Delacorte Press
- Brafman, O. and Beckstrom, R. (2006) **The Starfish and the Spider: the Unstoppable Power of Leaderless Organisations**, Portfolio
- Brams, S. (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, J. (2005) **Creative Problem Solver's Handbook for Negotiators and Mediators**, American Bar Association (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, Y. J. (1999) **Peacemaking for Churches**, SPCK
- De Bono, E. (1985) **Conflicts: A Better Way to Resolve Them**, W.H Allen
- Doherty and Guyler (2008) **The Essential Guide to Workplace Mediation and Conflict Resolution**, Kogan Page
- Fisk, P. (2014) **Gamechangers: Creating Innovative Strategies for Business and Brands**, John Wiley & Sons
- Gladwell, M. (2000) **The Tipping Point: How Little Things Can Make a Big Difference**, Little, Brown and Company
- Gladwell, M. (2009) **What the Dog Saw**, Allen Lane
- Godin, S. (2008) **Tribes**, Piatkus
- Goldstein, N., Martin, S., and Cialdini, R., (2007) **Yes! 50 Secrets from the Science of Persuasion**, Profile Books
- Goleman, D. (1996) **Emotional Intelligence**, Bloomsbury
- Grant, A. (2016) **Originals: How Non-conformists Change the World**, WH Allen
- Gunn, J. (2010) **How to Beat Bedlam in the Boardroom and Boredom in the Bedroom**, HotHive Books
- Hulme, M. (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, M. (1998) **The Thinker's Toolkit, 14 Powerful Techniques for Problem Solving**, Three Rivers Press
- Kahneman, D. (2011) **Thinking Fast and Slow**, Allen Lane. Review

- Keltner, D. (2016) **The Power Paradox: How We Gain and Lose Influence**, Allen Lane
- Leathes, M. (2017) **Negotiation: Things Corporate Counsel Need to Know but Were Not Taught**, Kluwer Law International
- 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, R. (2016) **Chancing it: The laws of chance - and what they mean for you**, Profile Books
- Mayer, B. (2005) **Beyond Neutrality: Confronting the Crisis in Conflict Resolution**, Jossey Bass
- Moore, C. 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, O. and Kaufer, K. (2013) **Leading from the Emerging Future: From Ego-System to Eco-System Economies**, Berrett-Koehler Publishers
- Siegel, D. (2016) **Mind: A Journey to the Heart of Being Human (Norton Series on Interpersonal Neurobiology)**, W. W. Norton & Company
- Strasser and Randolph (2004) **Mediation: A Psychological Insight into Conflict Resolution**, Continuum
- Susskind, R. (2008) **The End of Lawyers? Rethinking the Nature of Legal Services**, Oxford University Press
- Syed, M. (2015) **Black Box Thinking: The Surprising Truth About Success**, John Murray
- Thaler, R. (2015) **Misbehaving: The Making of Behavioural Economics**, Allen Lane
- Thompson, L. (2005) **The Heart and Mind of the Negotiator**, Pearson Prentice Hall (3rd Edition)
- Turkle, S. (2015) **Reclaiming Conversation: The Power of Talk in a Digital Age**, Penguin Press
- Ury, W.L. (1993) **Getting Past No**, Bantam Books
- Van Winkle, J. 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, M. (1996) **Exclusion and Embrace: A Theological Exploration of Identity, Otherness and Reconciliation**, Abingdon Press