This selected annotated bibliography on conflict and negotiation is designed for teachers at all levels from childhood to adult. The annotated bibliography is divided into books as general sources, articles and papers reflecting the diversity of approaches to conflict and negotiation, and specific curriculum guides and teaching aids. The 47 items in the bibliography were published between 1972 and 1985. (RS)
CONFLICT/NEGOTIATION
A Selected, Annotated Bibliography
prepared by
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March, 1986

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General Sources

Brown, L. Dave. Managing Conflict at Organizational Interfaces. Reading, MA: Addison-Wesley, 1983. Focuses on the problems of too much or too little conflict between departments, levels, cultural groups, and organizations.


Folger, Joseph P. and Marshall Scott Poole. Working through Conflict: A Communication Perspective. Glenview, IL: Scott, Foresman and Co., 1984. This undergraduate text analyzes conflict as a form of interaction that develops and is managed through communication.


Jandt, Fred E. with Paul Gillette. Win-Win Negotiating: Turning Conflict into Agreement. New York: John Wiley & Sons, 1985. Based on management training seminars, this book explains how conflict in organizations can be controlled and used and how managers can become more adept as negotiators within and without their organizations.


Specific Articles


Covey, Mark K. "Relationship between Social Skill and Conflict Resolution Tactics." Paper presented at the Annual Convention of the Rocky Mountain Psychological Association, Snowbird, UT, 1983. To investigate the potential relationships between social skill and interpersonal conflict resolution tactics. 287 college students completed a measure of general social skill and a measure of tactics used during conflict situations. An analysis of the results revealed a high correlation between social skill and the use of verbal reasoning in the resolution of conflicts, thus implying social skill involves the use of nonaversive behaviors. ERIC ED 235 445.


Donohue, William A. "Development of a Model of Rule Use in Negotiation Interaction." Communication Monographs, 48, 2, 106-20, 1981. Develops a model of negotiation rule-use that incorporates both content and relational dimensions and focuses upon interaction as the dependent variable. Assesses how winners and losers in mock negotiations differ in their use of communication rules. ERIC EJ 252 077.

Ellis, W. Frank and others. "The Effect of Differing Third Party Roles and Behaviors on Conciliatory and Retaliatory Negotiator Behavior Involved in a Simulated Intergroup Conflict." Paper presented at the Annual Meeting of the Southeastern Psychological Association, Atlanta, 1983. Analyses showed that the time factor was significant with more concessions made initially and the majority of retaliations occurring in the final block of sessions. ERIC ED 234 309.


McCarthy, Jane E. "Resolving Environmental Conflicts." Environmental Science and Technology, 10, 1, 40-43, 1976. The role of the mediator and the nature of the mediation process as applied to environmental disputes are outlined. ERIC EJ 133 252.

Niven, Maryruth K. "Handling Conflict and Stress (Women as their own worse enemies)." Paper presented at Up the Managerial Ladder, a Conference for Women, Montgomery, 1979. Advocates women using assertive behaviors that communicate respect for themselves and others. ERIC ED 191 811.


Teaching Aids


Coleman, Morton and others. "Is Conflict Utilization Underestimated?" Pittsburgh University Urban Interface Program, 1971. Management of conflict can and should be taught in a formal curriculum aimed at the preparation of managers. ERIC ED 063 899.


Dougall, Lucy, comp. "War and Peace in Literature. Prose, Drama and Poetry Which Illuminate the Problem of War." World Without War Publications, 1982. Summaries of works that will help teachers of humanities and conflict resolution courses lead their students to a better understanding of the problems of war and peace. ERIC ED 245 960.


Neu, Joyce. "Negotiations." Paper presented at the Annual Convention of Teachers of English to Speakers of Other Languages, Toronto, 1983. Describes various kinds of negotiations that may be used to teach interactional skills in the advanced ESL classroom. ERIC ED 228 885.


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