

TEXTBOOKS – SPRING TERM 2014

Books may be purchased at **Barnes and Noble on Mockingbird**, which is the main SMU Bookstore, or from any online retailer. Barnes and Noble will also ship texts for an additional charge.

Research Methods – John Potter

- *Research Methodology*. Kumar, R. (2011). (3rd ed.)
SAGE Publications, ISBN-10: 1849203016

Psychology of Conflict – Tony Picchioni

- *Interpersonal Conflict (9th Ed.)* – Wilmot & Hocker, ISBN-13: 978007803693-4
- *Being Complex Without Having a Complex* - Picchioni, ISBN: 1451274971

In addition, there will be a manual of materials provided by the instructor

Mediation and Dispute Resolution – John Potter

- *The Mediation Process*
Christopher Moore (2003)
ISBN: 0787964468

Foundations of American Legal Systems – Tom Hartsell

- *LAW 101, Everything You Need To Know About the American Legal System*, 3rd Edition, by Jay M. Freidman (Oxford University Press, 2006) (ISBN 978-0-19-539513-6)
- Suggested: Blacks Law Dictionary, Pocket Edition

Neuroscience: The Role of the Brain – Betty Gilmore

- *The Brain and Emotional Intelligence: New Insights* (Paperback Edition) Goleman, Daniel
ISBN-13: 978-1934441152
- *Bouncing Back: Rewiring Your Brain for Maximum Resilience and Well-Being* (Paperback Edition) Graham, Linda
ISBN-13: 978-1608681297

Negotiation and Dispute Resolution – Dan Rainey

- *Negotiation*. Harvard Business Essentials Series – Harvard Business School Publishing Corporation, 2003. ISBN: 13-978-1-59139-111-1
- *The Art of Negotiation: How to Improvise Agreement in a Chaotic World*. Michael Wheeler, Simon and Schuster, NY, 2013. ISBN: 978-1-4516-9042-2

Transitional and Developmental Coaching – Robert Barner

- *The First 90 Days: Critical Success Strategies for New Leaders at All Levels*, Michael Watkins; Harvard Business School Press, 2003 ISBN: 1591391105
- *Accelerating Your Development as a Leader: A Guide for Leaders and Their Managers*, Dr. Robert Barner (Wiley: Pfeiffer)

Standing in the Fire: Leading High-heat Encounters with Clarity, Calm and Courage – Larry Dressler

- *Standing in the Fire: Leading High Heat Meetings with Clarity, Calm, and Courage*. Dressler, Larry (2010). Berrett-Koehler Publishers. **ISBN-13:** 978-1576759707
- *Trade Up! Five Steps for Redesigning Your Leadership Life from the Inside Out*. Sharpnack, Rayona (2007). Jossey-Bass. **ISBN-13:** 978-0787995690

Facilitating Dynamic Groups – Steve Joiner

- *Facilitating with Ease*. Ingrid Bens, Jossey-Bass, 2nd Edition 2005
ISBN-13: 978-1118107744

International Conflict Management – Dan Rainey

- *Orientalism*
Edward Said
ISBN-10: 039474067X
- *Staying with Conflict*
Bernard Mayer
ISBN-10: 0787997293

Managing Conflict in Traditional and Social Media – Harry Anderson

- No required text

Organizational Consulting – Robert Barner

- No required text

As an alternative, you may purchase your texts, used or new, from any of the available discount websites: www.alibris.com, www.half.com, www.amazon.com, etc. Be sure to check the ISBN numbers match so that you purchase the correct edition of the book.