

Essential Readings in Dispute Resolution

Reading List Generated by the Delphi Study Group
for the "Mapping the Contours of Graduate Study in
Dispute Resolution" Study conducted by Bill Warters,
May, 1996



This reading list is part of a much larger research project that explored the relatively rapid growth of graduate programs in dispute resolution. Results of the study were published in the [Online Journal of Peace and Conflict Resolution](#). In the first round of the study, the 22 participants (who had been nominated due to their experience teaching dispute resolution at the graduate or undergraduate level, or administering graduate programs in DR) were asked to "List the top 10-15 reading materials that you think should be read by students preparing for careers in dispute resolution." Later, in the third round, participants were asked to "Please rate the list of readings that were mentioned in the first round using the following scale:

- 3=Core/Essential Reading
- 2=Important but not core/essential
- 1=Not important or essential
- 0= Not familiar with item/can't rate"

Note: The number preceding the item is the Mean (average) rating it was given by the participants. This score incorporates scores of 0, which suggests that the mean is greatly affected by how well known the mentioned readings are to the whole group. The number in parenthesis following the item indicates number of mentions in first round of survey.

The results are as follows:

- 2.6. Getting to Yes; Fisher, Ury and Patton. (Boston, Houghton Mifflin, 1981) (11)
- 2.4 The Mediation Process; Moore (San Francisco, Jossey-Bass, 1986) (7)
- 2.3 The Promise of Mediation; Bush and Folger (San Francisco, Jossey-Bass, 1994) (6)
- 2.3 The Art and Science of Negotiation; Raiffa (Cambridge, Harvard University Press) (5)
- 2.3 Social Conflict: Escalation, Stalemate and Settlement; Rubin, Pruitt and Kim (New York: McGraw - Hill, 1994) (5)
- 2.2 Getting Disputes Resolved; Ury, Brett, and Goldberg. (San -Francisco:Jossey-Bass, 1988) (6)
- 2.1 The Resolution of Conflict;Deutsch (New Haven, Yale University Press, 1973) (4)

1.9 When Talk Works: Profiles of Mediators; ed by Kolb (San-Francisco:Jossey-Bass, 1994) (4)

1.9 Negotiation Theory and Practice: ed by Breslin and Rubin (Cambridge, Program on Negotiation at Harvard Law School, 1995) (4)

1.9 Dispute Resolution; Sander, Goldberg and...(Dover, Mass:Auburn House, 1984) (3)

1.8 Mediation Research; Kressel & Pruitt (San-Francisco:Jossey-Bass, 1989) (3)

1.8 Getting Past No; by Ury (New York, Bantam Books, 1991) (3)

1.7 The Manager as Negotiator; Lax and Sebenius (New York, Free Press, Collier Macmillian, 1989) (4)

1.7 The Functions of Social Conflict; Coser (Glenco, Free Press, 1956) (2)

1.6 The Mediators; Kolb (Cambridge, MIT Press, 1983) (1)

1.6 Negotiation; by Lewicki and Litterer (Homewood, R.D.Irwin, 1985) (4)

1.6 Negotiating Rationally; Bazerman and Neale. (New York, Maxwell Macmillian International, 1992) (5)

1.6 Mediation: A Comprehensive Guide; Folberg & Taylor (San-Francisco:Jossey-Bass, 1986) (3)

1.6 Breaking the Impasse; Susskind & Cruikshank (New York, Basic Books, 1987) (4)

1.5 The Skilled Facilitator; Schwartz (San-Francisco:Jossey-Bass, 1994) (2)

1.5 The Evolution of Cooperation; Axelrod (New York.Basic Books, 1984) (2)

1.5 Conflict: Resolution and Provention; Burton, John W. (St.Martin's Press, 1990) (4)

1.4 You Just Don't Understand; Tannen (New York, Morrow, 1990) (1)

1.4 The Culture of Conflict; Ross (New Haven, Yale University Press, 1932) (2)

1.4 The Sociology of Social Conflicts; Kriesberg (Englewood Cliffs. NJ Prentice-Hall, 1973) (5)

1.4 "The Emergence and Transformation of Disputes: Naming, Blaming and Claiming" by Felstiner, Abel & Sarat. Law and Society Review. 1980. (4)

1.4 Disputes & Negotiations: A Cross-Cultural Perspective; Gulliver, P.H. (NY: Academic Press, 1979) (1)

1.4 "Bargaining in the Shadow of the Law"; Mnookin & Kornhauser (Yale Law Journal. 950- 997, 1979) (1).

- 1.3 "Why the Haves Come Out Ahead"; by Marc Galanter (Law and Society Review 95-160, 1974) (1)
- 1.3 Why Men Rebel; Gurr, T. (Princeton, Princeton University Press, 1970) (1)
- 1.3 The Strategy of Conflict; Schelling, T. (Cambridge, Harvard University Press, 1960) (2)
- 1.3 The Management of Conflict; Ross (New Haven, Yale University Press, 1933) (3)
- 1.3 Social Psychology of Negotiation; Druckman Daniel (Beverly Hills: Sage Publications, 1977) (1)
- 1.3 Social Conflicts and Third Parties; Jacob Bercovitch (Boulder, Colo.:Westview Press) (1)
- 1.3 Introduction to Peace Studies; David Barash (Belmont, Wadsworth Pub. Co., 1991) (1)
- 1.3 "Influences of Social Organization on Dispute Processing"; by Felstiner, William. (Law and Society Review. 63-94. 1974) (1)
- 1.3 Conflict Sociology: Toward an Explanatory Science; Collins (New York, Academic Press, 1974) (1)
- 1.3 Conflict Resolution: Cross-Cultural Perspectives; Avruch et al., (New York, Greenwood Press, 1991) (1)
- 1.3 Behavioral Theory of Labor Negotiations; Walton & McKersie (Ithaca, NY, ILR Press, 1991) (2)
- 1.3 Educating a Reflective Practitioner; Schon (San-Francisco:Jossey-Bass. 1990) (1)
- 1.2 The Social Psychology of Inter-Group and International Conflict; Fisher (New York, Springer-Verlag, 1990) (1)
- 1.2 Interpersonal Conflict; Hocker and Wilmot (Madison, Wis: Brown and Benchmark, 1995) (3)
- 1.1 The Structure of International Conflict; Mitchell (Basingstoke: Macmillian, 1988) (1)
- 1.1 Settling Disputes; L. Singer (Boulder, Colo.:Westview Press, 1994) (1)
- 1.1 Justice Without Law; Auerbach (New York, Oxford University Press, 1983) (2)
- 1.1 International Conflict Resolution; Kriesberg (New Haven: Yale University Press, 1992) (1)
- 1.1 Dispute Resolution and Lawyers: Riskin and Westbrook (St. Paul, West Pub. Co, 1987) (2)

1.1 "Defining Quality in Dispute Resolution."; Bush (Madison Wis.:Madison Law School University of Wisconsin, 1988) (1)

1.1 Conflict; Simmel, G. (Glencoe, Free Press, 1955) (1)

1.1 Conflict, Cooperation & Justice; ed by Bunker & Rubin (San-Francisco:Jossey-Bass Publishers, 1995) (1)

1.1 Conflict Resolution and Theory and Practice; ed by Sandole (New York: Manchester University Press, 1993) (2)

1.1 Conflict Regulation; Wehr (Boulder, Colo.:Westview Press, 1979) (2)

1.1 Conflict in Organizations; Kolb & Bartunek (Albany, State University of New York Press, 1995) (1)

1.1 Conflict and Defense: A General Theory; Boulding, K. (New York, Harper, 1962) (1)

1.1 Community Mediation; ed by Duffy, Grosch & Olczak (New York: Guilford Press, 1991) (2)

1.1 Communication and Organizations; Putnam, L. (Beverly Hills: Sage Publications c.1983) (1)

1.1 Action Science; Argyris, C. (San-Francisco: Jossey-Bass, 1985) (1)

1.1 A History of Warfare; Keegan, J. (New York, Random House, 1993) (1)

1.0 Working Through Conflict; Folger (New York, Harper Collins, 1993) (1)

1.0 The Republic; Plato (Harmondsworth, Penguin Books, 1995) (1)

1.0 The Bible (2)

1.0 Solving Costly Organizational Conflicts; Blake & Mouton (San-Francisco. Jossey-Bass Publishers, 1984) (1)

1.0 Mediation, Citizen Empowerment & Transformational Politics; Schwerin (Westport: Praeger, 1995) (1)

1.0 How to Make Meetings Work; Doyle & Strauss (New York, Jove Publications, 1995) (2)

.9 Lao-tzu. Tao te Ching: English. (New York: Schocken Books, 1985) (1)

.9 The Origins of War; Ferrill, A. (New York, NY: Thames and Hudson, 1985) (1)

.9 "The Ideology of Advocacy: Procedural Justice & Professional Ethics"; William Simon (Wisconsin Law Review : 29-144. 1978) (1)

.9 "The Ethics of Social Intervention"; Bermant, Kelman & Warwick (Washington: Hemisphere Pub. Co: New York,.1978) (1)

.9 Mediating Interpersonal Conflicts; Mark Umbreit (West Concord Minn: CPI Publishing, 1995) (1)

.9 Managing Public Disputes; Susan L. Carpenter & W.J.D. Kennedy (San-Francisco:Jossey-Bass.1988 (1)

.9 Intermediaries in International Conflicts; Tom Princen (Princeton .Princeton University Press, 1992) (1)

.9 In the Middle: Non-Official Mediation in Violent Situations; Curle, Adam (New York. St.Martin's Press. 1987) (1)

.9 Democracy in America de Tocqueville (New York, A.A.Knopf, 1945) (1)

.9 Culture's Consequences in International differences in work related values. Geert Hofstede (Beverly Hills, Calif: Sage Publications, 1980) (1)

.8 Theory and Research in Conflict Management; Rahim (1)

.9 Anatomy of Human Destructiveness; Fromm, E. (New York, Holt, Rinehard and Winston, 1973) (1)

.8 Theory and Research in Conflict Management; Rahim (New York: Praeger) (1)

.8 The War Trap; Bueno de Mesquita, B. (New Haven: Yale University Press, 1981) (1)

.8 The Vedic texts (1)

.8 Rhetoric; Aristotle (New York: Oxford University Press, 1991) (1)

.8 The Peloponnesian War; Thucydides (Ann Arbor, University of Michigan Press, 1959) (1)

.8 The Management of Protracted Social Conflict; Azar (Aldershot, Hampshire, England, Darmonth: Gower Pub. Co.1990) (1)

.8 Strategies for Conflict Resolution and Collaborative Problem Solving; Raider/Coleman (1)

.8 Sociobiology: The New Synthesis; Wilson, E. (Cambridge, Harvard University Press, 1975) (1)

.8 Resolving Conflict: Strategies for Local Government; ed by M. Herman (Washington, International City/Country Management Association, 1994) (1)

.8 Process Consultation; Schein, E. (Reading Addison, Wesley, 1988) (1)

.8 Power and Discontent, Strategy of Social Protest; Gamson (Homewood, Ill: Dorsey Press) (1)

.8 Power and Conflict: Toward a General Theory; Blalock (Newbury Park, CA: Sage Publications, 1989) (1)

.8 New Approaches to International Mediation; Mitchell and Web (New York: Greenwood Press, 1988) (1)

.8 Negotiation Analysis; Young, H. (Ann Arbor, Michigan Press, 1991) (2)

.8 Mediating Divorce; Haynes (San Francisco, Jossey-Bass, 1989) (1)

.8 "Lawyers, Mediation and the Management of Divorce Practice"; McEwen, Mather & Maiman, (Law and Society Review, 149-186, 1994) (1)

.8 Elusive Peace; Zartman (New York, St. Martins Press, 1979) (1)

.8 Conflict and Power in Social Life; J. Duke, 1976 (1)

.8 Conflict and Conflict Management; Himes (1)

.8 Community Conflict; J. Coleman (Glencoe, Ill: Press, c.1957) (1)

.8 Collaborative Leadership: How Citizens & Leaders Can Make a Difference; Chrislip & Larson (San-Francisco:Jossey-Bass, c.1994) (1)

.8 Anatomy of Revolution; Brinton, C. (New York, Vintage Books, 1965) (1)

.7 Social Influence Process; Ledeschi (Chicago, Aldine Atherton, 1972) (1)

.7 "Non-Contractual Relations in Business"; Stewart Macaulay (Albany, N.Y., American Sociological Association, 1963) (1)

.7 Mediation: Principles and Practices; West Kovach (1)

.7 "Mediation and Adjudication, Dispute Resolution and Ideology: An Imaginary Conversation"; Bush, Robert A. Baric. (1989. Journal of Contemporary Legal Issues 3: 1-33) (1)

.7 Just and Unjust Wars; Walzer, M. (New York, Basic Books, 1977) (1)

.7 "Do Lawyers Cause Adversarial Legalism? A Preliminary Inquiry"; Robert Kagan (Berkeley, Calif.Institute of Government Studies, 1993) (1)

.7 Conflict Analysis; Fraser, N. and K. Hipel (New York: North-Holland, 1984) (1)

.6 Mediate, Don't Litigate: Lovenheim (New York, McGraw Hill, 1989) (1)

.6 Fifth Discipline; Senge (New York: Currency, Doubleday, 1994) (1)

.6 Conflict Resolution and Public Policy; ed by Miriam K. Mills (Greenwood Press, 1990) (1)

.5 Reconciliation; Robert Schreiter (1)

.5 Power and Powerlessness, Quiescence and Rebellion in An Appalachian Valley; Gaventa (Urbana, University of Illinois Press, 1980) (1)

.4 Seven Pillars of Wisdom; Lawrence, T. (Garden City, Doubleday, 1935) (1)

.4 Public Participation in Public Decisions; John Clay Thomas (San-Francisco, Jossey-Bass, 1995) (1)

.4 Negotiation: Process, Tactics, Theory; Churchman (Lanham, MD, University Press of America, 1995) (1)

.4 "Do We Really Know Anything About the Behavior of the Tort Litigation System and Why Not?"; Saks, Michael J. (University of Pennsylvania Law Review 140: 1147-1292) (1)

.4 Do Economic Sanctions Work?; Miyagawa, M. (Houndmills, Macmillian New, 1992) (1)

.4 Art of New Science; Wheatley (1)