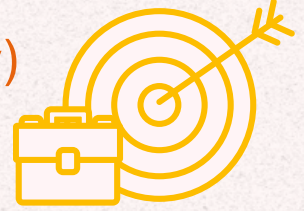




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1	Barua, Alokesh (ed.) & Stern, Robert M. (ed.) (2010). <i>WTO and India: issues and negotiating strategies</i> . New Delhi: Orient Blackswan. 339.5(540) -WTO 164624 CL
2	Bolles, Richard N. & Brooks, Katharine (2021). <i>What color is your parachute? 2022: your guide to a lifetime of meaningful work and career success</i> . California: Ten Speed Press. 331.548 BOL-W 176681 CL
3	Bradon, Dick H. & Segelstein Sidney. (1976). <i>Data processing contracts: structure, contents and negotiation</i> . New York: Van Nostrand Reinhold Co. 347.453:681.3.01 BRA-D 76226 CL
4	Brown, J. M., Berrien, F. K. & Russell, D. L. (1966). <i>Applied psychology</i> . New Delhi: Amerind. 159.9.07 BRO-A 58652 CL
5	Daen, Arthur H. (1966). <i>Test ban and disarmament: the path of negotiation</i> . Calcutta: Oxford. 341.67 DEA-T 41311 CL
6	Dudek, Gregor (2009). <i>Collaborative planning in supply chains: a negotiation-based approach</i> , 2nd ed. Dordrecht: Springer. 658.8.011.1 DUD-C 157011 CL
7	Gupta, Radhika (2022). <i>Freedom in captivity: negotiations of belonging along Kashmir's frontier</i> . Cambridge: Cambridge University Press. 321.02(540.11) GUP-F 178811 CL
8	Hopkins, Tom & Periu, Omar (2019). <i>Smart start up: fundamental strategies for beating the odds when starting a business</i> . Mumbai: Jaico Publishing House. 658.1 HOP-S 176478 CL

9	Jensen, Keld (2024). <i>Elements of negotiation: 103 tactics for everyone to win in each deal</i> . Hoboken: Wiley. 658.7 JEN-E 181333, 181424 CL, DMS
10	Marsh, P. D. V. (1974). <i>Contract negotiation handbook</i> . Essex: Gower. 658.721 MAR-C 107583 CL
11	Meredith, Jack R. & Mantel, Samuel J. (2003). <i>Project management: a managerial approach</i> , 5th ed. Hoboken: John Wiley. 658.5 MER-P G23873 CL
12	Moran, Robert T. & Stripp, William G. (1997). <i>Dynamics of successful international business negotiations</i> . Mumbai: Jaico Publishing House. 65.012.4 MOR-D 139975 CL
13	Morgan, Steven (2019). <i>Global contract logistics: best practice toolkit for planning, negotiating and managing a contract</i> . London: Kogan Page Ltd. 658.78 MOR-G 174780, 176985 CL, DMS
14	Pati, Biswamoy (ed.) (2011). <i>Adivasis in colonial India: survival, resistance and negotiation</i> . New Delhi: Orient Blackswan. 321.11(954) -ADI 164620 CL
15	Raiffa, Howard (1982). <i>Art and science of negotiation</i> . Cambridge: Harvard Univ. Press. 658.3 RAI-A 103890 CL
16	Robinson, Colin (1995). <i>Effective negotiating</i> . London: Kogari Press. 658.849.4 ROB-E 134596 CL

17	Sullivan, Timothy J. (1984). <i>Resolving development dispute through negotiations</i> . New York: Plenum Press. 658 SU 108993 CL
18	Centre for Trade and Development (2005). <i>South Asian yearbook of trade and development 2005: mainstreaming development in trade negotiations: run up to Hong Kong</i> . New Delhi: Centre for Trade and Development. RL-DY 382.3(058) -SOU G22738 REF

E-books in Central Library

19	Lenz, Annika. (2020). <i>Dynamic Decision Support for Electronic Requirements Negotiations</i> : Springer Nature. Online Access EB
20	Morais, D. C., Fang, L., & Horita, M. (Eds.). (2020). <i>Group Decision and Negotiation: A Multidisciplinary Perspective: 20th International Conference on Group Decision and Negotiation, GDN 2020, Toronto, ON, Canada, June 7–11, 2020, Proceedings</i> (Vol. 388). Springer Nature. Online Access EB
21	Sabol, Stuart (2017). <i>Engineering a Negotiating Strategy: A Case Study</i> : Springer Nature. Online Access EB

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