

## **BOOKS/КНИГИ**

### **ADR/ABC**

1. **Альтернативні підходи до розв'язання конфліктів: теорія і практика застосування.**/ Уклад.: Н. Гайдук, І. Сенюта, О. Бік, Х. Терешко. – Львів: ПАІС, 2007. – 296 с.
2. Ponte, Lucille M. and Thomas D. Cavenagh. **Alternative Dispute Resolution in Business.** San Francisco, CA: West Educational Publishing Company, 1999.
3. **Manual of Dispute Resolution: ADR Law and Practice.** San Francisco: Colorado Springs: Shepard's/McGraw-Hill, Inc., 1994, V.1,2.

### **Conflict theory and Conflict Resolution/Теорія конфлікту і врегулювання конфлікту**

1. James Schellenberg. **Conflict Resolution: Theory, Research, Practice.** New York: State University of New York Press, 1996, 247 pp.
2. **Conflict: Practices in Management, Settlement, and Resolution.** John Burton and Frank Dukes. New York: St. Martin's Press, 1990, 230 pp.
3. **Conflict: Readings in Management and Resolution.** John Burton and Frank Dukes, eds. New York: St. Martin's Press, 1990, 354 pp.
4. **Conflict: Resolution and Provention.** John Burton. New York: St. Martin's Press, 1990, 295 pp.
5. Louis Kriesberg, **Constructive Conflicts: From Escalation to Resolution,** (Lanham, Maryland: Rowman & Littlefield, 1998).
6. Deborah Borisoff and David Victor. "**Conflict Management: A Communication Skills Approach.**" Englewood Cliffs, New Jersey: Prentice Hall, 1989, 201 pp.
7. **Dictionary of Conflict Resolution.** Douglas A. Yarn (Ed.). San Francisco: Jossey-Bass, 1999, pp. 545.
8. **International Conflict Resolution: Theory and Practice** Edward Azar and John Burton, eds., Boulder, Colorado: Lynne Rienner Publishers, 1986, 159 pp.
9. **Getting Disputes Resolved,** Willian Ury, Jeanne Brett, and Stephen Goldberg, (San Francisco: Jossey-Bass Publishers, 1988) 201 pp.
10. Mitchell, Christopher and Banks, Michael. **Handbook of Conflict Resolution: The Analytical Problem-Solving Approach.** New York: Pinter, 1996, 187 pp.
11. **New Directions in Conflict Theory: Conflict Resolution and Conflict Transformation.** Raimo Vayrynen, ed. Newbury Park, CA: Sage Publications, 1991, 232 pp.
12. **The Dynamics of Conflict Resolution: A Practitioner's Guide,** Bernard Mayer, (San Francisco: Jossey-Bass, 2000).
13. Morton Deutsch and Peter T. Coleman, eds., **The Handbook of Conflict Resolution: Theory and Practice**(San Francisco: Jossey-Bass Publishers, 2000).
14. Morton Deutsch, **The Resolution of Conflict.** New Haven CT, Yale University Press 1973.

### **Negotiations/Переговори**

1. Белланже Лионель. **Переговори** La Negociation/ Bellenger, L. / Н. Баженова (пер.с фр.). — 5.изд. — СПб. : Издательский Дом "Нева", 2002. — 123с

2. Биркенбиль Вера Ф. **Искусство задавать вопросы**: Тренинг для успешного ведения переговоров / А. Сидоров (пер.с нем.). — М. : Интерэксперт, 2005. — 185с
3. Бройниг Гисберт. **Руководство по ведению переговоров**: Рекомендации для успешного проведения переговоров. — М. : ИНФРА-М, 1996. — 112с.
4. Making Mediation Your Day Job: great mediation marketing resource now available in print
5. Роджер Фишер, Уильям Юри. **Путь к успеху или переговоры без поражения**. (любое издание)
6. Корэн Леонард, Гудмэн Питер. **Искусство торговаться или все о переговорах**: Пер.с англ.. — Минск : СП "Эф-Эй-Би", 1995. — 160с.
7. Муравейник Владимир Иванович, Малый Валентин Васильевич. **Бизнес-дипломатия**. — Д. : АП "Днепропетровская книжная типография", 2001. — (Серия "Библиотека деловых людей"). **Т. 1 : Искусство делового общения и творчество в переговорах**. — 280с.
8. **Як вести колективні переговори, укласти колективні договори та угоди**: Методика розроблена спеціалістами ФП України / Профспілки України. — К., 1998. — 80с. — Матеріали, що надруковані у N 1/98 р. журналу "Профспілки України".
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10. Acuff, F., **How to Negotiate Anything with Anyone Anywhere Around the World** (American Management Assn. 1997).
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14. **Bridges Not Walls**. John Stewart, ed. 6th edition, (New York: McGraw-Hill, 1995), 526 pp.
15. **Collaborating: Finding Common Ground for Multiparty Problems**, Barbara Gray, (San Francisco: Jossey-Bass Publishers, 1989) 329 pp.
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17. **Culture and Negotiation**. Guy Oliver Faure and Jeffrey Z. Rubin, eds. Thousand Oaks, CA: Sage Publications, 1993.
18. Lawrence Susskind and Patrick Field, **Dealing with an Angry Public: The Mutual Gains Approach to Resolving Disputes**, (New York: The Free Press, 1996).
19. **Getting Past No: Negotiating With Difficult People**, William Ury, (New York: Bantam Books, 1991).
20. Fisher, Roger and William Ury. **Getting to Yes: Negotiating Agreement Without Giving In**. New York, NY: Penguin Books, 1983.
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22. Raymond Cohen, **Negotiating Across Cultures: Communication Obstacles in International Diplomacy**, (Washington, D.C.: United States Institute of Peace Press, 1991)
23. Kritek, Phyllis Beck. **Negotiating at an Uneven Table: A Practical Approach to Working with Difference and Diversity**. San Francisco, CA: Jossey Bass, 1994.
24. **Negotiation**, 3rd edition, Roy J. Lewicki, David M. Saunders, and John W. Minton, (Boston: Irwin McGraw-Hill, 1999).

25. **Negotiation Theory and Practice**, J. William Breslin and Jeffrey Rubin, (eds.), (Cambridge, MA: Program on Negotiation Books, 1991) 457 pp.
26. **Negotiation: Strategies for Mutual Gain**. Lavinia Hall, ed. London: Sage Publications, 1993, 212 pp.
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### Mediation/Медіація

1. Бесемер Х. Медиация: Посредничество в конфликтах: Перевод с немецкого - "Духовное познание" 2004. – 172с.- [есть в рос Интернет-магазинах](#)
2. Давыденко Д. Л. **Как избежать судебного разбирательства: посредничество в бизнес - конфликтах**. Из-во:"Секрет фирмы", 2006. – 167с.
3. Залар. А. **Медіація в цивільних, сімейних та господарських спорах України: сьогоднішня та майбутня**. – Київ, 2007. - 168с. – [есть в УЦП](#)
4. **Медиация – Искусство разрешать конфликты. Знакомство с теорией, методом и профессиональными технологиями./** Составители: Г.Мета, Г.Похмелкина/ Перевод с немецкого Г. Похмелкиной. – Москва: Издательство "VERTE", 2004. – 320с. - [есть в УЦП](#)
5. Ракитина Любовь Николаевна, Львова Ольга Анатольевна. **Медиация (посредничество): как урегулировать спор, не обращаясь в суд - Эксмо**, 2008 г. – 144с. – [есть в рос Интернет-магазинах](#).
6. Роберт А. Бэрк Буш, Джозеф П. Фолджер. **Что может медиация. Трансформативный подход к конфликту**. – Пер с англ. – К.: Издатель Захаренко В.А., 2007. – 264с. - [есть в УЦП](#)
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10. Kenneth Cloke. **Mediating Dangerously: The Frontiers of Conflict Resolution**. San Francisco: Jossey-Bass, 2001, 252 pp
11. Mosten, Forrest S., 2001. **Mediation Career Guide -- A Strategic Approach to Building a Successful Practice**. Jossey-Bass: San Francisco.
12. Barbara Ashley Phillips. **Mediation Field Guide: Transcending Litigation and Resolving Conflicts in Your Business or Organization**. San Francisco: Jossey-Bass, 2001, 321 pp.
13. **Mediation: A Comprehensive Guide to Resolving Conflicts without Litigation**, Jay Folberg and Alison Taylor. San Francisco: Jossey-Bass Publishers, 1984, 392 pp.
14. John Winslade and Gerald Monk. **Narrative Mediation: A New Approach to Conflict Resolution**. San Francisco, CA: Jossey-Bass, 2000.
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17. Deborah M. Kolb. **When Talk Works**. San Francisco: Jossey-Bass Publishers, 1994, 513 pp.
18. Michael D. Lang and Alison Taylor. **The Making of a Mediator: Developing Artistry in Practice**. San Francisco: Jossey-Bass, 2000, 254 pp.
19. Christopher Moore, **The Mediation Process: Practical Strategies for Resolving Conflict**, 2nd ed., (San Francisco: Jossey-Bass Publishers, 1996).
20. Bush, Robert A. Baruch. **The Dilemmas of Mediation Practice: A Study of Ethical Dilemmas and Policy Implications**. A report on a Study for The National Institute For Dispute Resolution. NIDR, 1992. 36 pp.
21. Crocker, Chester A., Fen Osler Hampson, and Pamela Aall. **Taming Intractable Conflicts: Mediation in the Hardest Cases**. Washington, DC: United States Institute of Peace Press, 2004.
22. Plant. D.W. **We Must Talk Because We Can. Mediating International Intellectual Property Disputes**. – ICC, 2008. – 188p. – [есть в УЦМ](#)
23. Gregorio Billikopf. **Party Directed Mediation: Helping Others Resolve Differences** (2nd Ed.) - <http://www.cnr.berkeley.edu/ucce50/ag-labor/7conflict/>
24. **Alternative Dispute Resolution Manual: Implementing Commercial Mediation** - [http://rru.worldbank.org/Documents/Toolkits/adr/adr\\_fulltoolkit.pdf](http://rru.worldbank.org/Documents/Toolkits/adr/adr_fulltoolkit.pdf)
25. Tammy Lenski. Making Mediation Your Day Job - <http://mediatortech.com/book/> (тут только описание)

#### **Workplace mediation/Медіація в організації**

1. **From Conflict to Creativity: How Resolving Workplace Disagreements Can Inspire Innovation and Productivity**, Sy Landau, Barbara Landau, and Daryl Landau, (San Francisco: Jossey Bass, 2001), 187 pp.
2. **Getting to Peace: Transforming Conflict at Home, at Work, and in the World**, by William Ury, (New York: Viking, 1999).
3. **Hidden Conflict in Organizations: Uncovering the Behind-the-Scenes Disputes**. Deborah M. Kolb and Jean M. Bartunek, eds. Newbury Park, CA: Sage Publications, 1992, 241 pp.
4. Joyce Hocker and William Wilmot. **Interpersonal Conflict**. 2nd ed. rev., Dubuque, Iowa: Wm. C. Brown Publishers, 1985, 236 pp.
5. William A. Donohue and Robert Kolt. **Managing Interpersonal Conflict**. Newbury Park, CA: Sage Publications, 1992, 171 pp.
6. **Mediating Interpersonal Conflicts**, Mark S. Umbreit. (West Concord, Minnesota: CPI Publishing, 1995), 292 pp.
7. Kenneth Cloke and Joan Goldsmith. **Resolving Conflicts at Work: A Complete Guide for Everyone on the Job**. San Francisco: Jossey-Bass, 2000, 252 pp.
8. Cloke, Kenneth and Joan Goldsmith. **Resolving Personal and Organizational Conflict: Stories of Transformation & Forgiveness**. San Francisco, CA: Jossey-Bass, 2000.
9. James R. Coffman, **Work and Peace in Academe: Leveraging Time, Money, and Intellectual Energy Through Managing Conflict** (Bolton MA: Anker Publishing Company, Inc., 2005)

На <http://www.conflict-mediation.ru/library> - есть дипломные работы, посвященные разбору конкретного случая проведения медиации.