Collective Bargaining, Negotiation, and Conflict Management:

A Bibliography of Resources

August 2006
153.6 H813
*Tongue fu! : how to deflect, disarm, and defuse any verbal conflict* / Horn, Sam.

158.2 S877
Subjects: Interpersonal communication.

158.5 A341
*Added value negotiating : the breakthrough method for building balanced deals* / Albrecht, Karl. Albrecht, Steven.

158.5 C678
*Negotiating the game : new perspectives on negotiating* / Cohen, Herb.
Subjects: Negotiation.
Contents: 1 audio cassette.

158.5 C678
*You can negotiate anything* / Cohen, Herb.
Subjects: Negotiation.
Contents: 2 audio cassettes.

158.5 E21
*The Tao of negotiation : how you can prevent, resolve and transcend conflict in work and everyday life.*

158.5 F535
*Getting together : building a relationship that gets to yes* / Fisher, Roger. Brown, Scott.
Subjects: Negotiation. Interpersonal relations.

158.5 F535
*Getting ready to negotiate : the getting to yes workbook* / Fisher, Roger. Ertel, Danny.
Subjects: Negotiation. Conflict management.


302.3 D659
Negotiate like the pros: volume one and volume two / Dolan, John Patrick.
Contents: 2 videocassette.

302.3 F535
Beyond reason: using emotions as you negotiate / Fisher, Roger. Shapiro, Daniel.
Subjects: Negotiation. Emotions.

302.3 K81
Is it her voice or her place that makes a difference? A consideration of gender issues in negotiation / Kolb, Deborah M. Queen's University (Kingston, Ont.). Industrial Relations Centre.

303.69 A244
Adult conflict resolution / Association for Supervision and Curriculum Development.
Subjects: Conflict management.
Contents: 1 videocassette and leader’s guide.

303.69 B116
Defusing hostile and volatile situations for educators / Bacal, Robert.

303.69 B978
The promise of mediation: responding to conflict through empowerment and recognition / Bush, Robert A. Baruch. Folger, Joseph P.

303.69 C643
Subjects: Conflict management.
303.69 C874

303.69 D585

303.69 E37

303.69 E68

303.69 F664

303.69 F985

303.69 H236

303.69 H294
303.69 H318  
Subjects: Conflict management. Social conflict.  
Contents: 6 audio cassettes.

303.69 H498  
Subjects: Conflict management.

303.69 I78  
Subjects: Conflict management. Dispute resolution (Law).

303.69 K24  
Subjects: Conflict management - Study and teaching.

303.69 L438  
Subjects: Conflict management - Canada. Mediation - Canada.

303.69 M468  

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Subjects: Mediation. Conflict management.

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Must we fight? : from the battlefield to the schoolyard, a new perspective on violent conflict and its prevention / Ury, William L.

Dealing with conflict and confrontation: how to keep cool, stand your ground and reach a positive resolution / Rhode, Helga.
Subjects: Conflict management. Interpersonal relations.
Contents: 4 audiocassettes and workbook.

Getting them to see it your way : dealing with difficult and challenging people / Segal, Judith.
Subjects: Conflict management. Interpersonal communication. Interpersonal relations.

The third side : why we fight and how we can stop / Ury, William L.
Subjects: Conflict management. Cooperativeness.

How to handle conflict and manage anger / Waitley, Denis E.
Contents: 2 audio cassettes.

The eight essential steps to conflict resolution: preserving relationships at work, at home, and in the community / Weeks, Dudley.
Subjects: Conflict management. Social conflict.

When the dust settles = et la poussière retombe / Johnson, Louise. National Film Board of Canada. UNICEF.
Contents: 1 videocassette.

Interpersonal conflict / Wilmot, William W. Hocker, Joyce L.


331.88 K39

331.88 K83
The changing role of teacher union leaders / Koppich, Julia E.

331.88 L716
The teacher unions: how the NEA and AFT sabotage reform and hold students, parents, teachers, and taxpayers hostage to bureaucracy / Lieberman, Myron.

331.88 M136
Teacher unions and educational reform / McDonnell, Lorraine M. Pascal, Anthony.

331.88 U58
A union of professionals: labor relations and educational reform / Kerchner, Charles T. Koppich, Julia.

331.881 Z97
The effects of teacher unions and collective bargaining laws on educational performance / Zwerling, Harris. Thomason, Terry.

331.881292 F491
Final offer / Gunnarsson, Sturla. National Film Board of Canada. White, Robert.
Contents: 1 videocassette.
331.8996 B862
**Grievances: a backgrounder : grievance handling** / British Columbia Teachers’ Federation.
Subjects: Grievance procedures. Grievance arbitration.

331.89 B272
**Interest-based bargaining : a user’s guide** / Barrett, Jerome T. O’Dowd, John.

331.89 C825
**Negotiation: the art of mutual gains bargaining** / Corry, David J.

331.89 D751
**When negotiations fail : causes of breakdown and tactics for breaking the stalemate** / Downie, Bryan M. Queen's University (Kingston, Ont.). Industrial Relations Centre.

331.89 N384
**Negociation en relations du travail : nouvelles approches** / Deschenes, Pierre.
Subjects: Collective bargaining. Industrial relations. Organizational change.

331.89 P895
**A practical guide to interest based bargaining.**

331.89 S216
**The art of collective bargaining** / Sanderson, John P.
Aurora, ON : Canada Law Book, 1989. 2nd ed.

331.89 S661
**Working together: the collaborative style of bargaining** / Smith, Stuart Carl. Ball, Diana. Lontos, Demetri.
Subjects: Collective bargaining - Teachers - United States.

331.89 W135
**From meet and confer to collective bargaining to collaborative bargaining** / Wagner, Shelby E.
Subjects: Collective bargaining - Teachers - United States.
331.8904 B369

331.8904 T792

331.8904 T792
Subjects: Collective bargaining - Teachers - Canada - Congresses.

331.89041 B251 OVERSIZE
Contents: 1 videocassette and 3 folders.

331.89041 D751

331.89041 G313
Subjects: Collective bargaining - Teachers - United States. Teachers' unions - United States.

331.89041 H551
Subjects: Collective bargaining - Education. Collective bargaining - Teachers.
Subjects: Collective bargaining - Teachers - United States. Teachers' unions - United States.


Subjects: Collective bargaining – Teachers - Saskatchewan.


Subjects: Collective bargaining - Teachers. School-based management - Decision making.

Subjects: Collective bargaining - Canada.

Subjects: Collective bargaining - Canada. Labor laws and legislation - Canada.
331.8912 W241
A behavioral theory of labor negotiations : an analysis of a social interaction system / Walton, Richard E. McKersie, Robert B.
Subjects: Collective bargaining.

331.89142 E46
Grievance mediation : why and how it works / Elliott, David C. Goss, Joanne H.
Subjects: Grievance arbitration. Mediation and conciliation, Industrial.

344.71 C825
Collective bargaining and agreement.
• Vol. 1 : negotiation, strategy and the law.
• Vol. 2 : collective agreement annotated.
/ Corry, David J.

344.71 CON
Toronto : Lancaster House, 1985. 2nd ed.
Subjects: Collective labor agreements - Canada - Terms and phrases.

344.71 S429
Human rights issues and the collective agreement / Scott, Tamra L.
Kingston, ON : Industrial Relations Centre, 1996.

344.710189 L125

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347.09 M686

347.739 C212

347.739 D612

347.739 R434

370.19345 C437

370.78071 S252 95-02

371.1022 M886
371.19 W926  
**Working together : a guide to positive problem solving for schools, families, and communities** / Matczuk, Suzanne.  
Subjects: Community and school  Home and school  Conflict management  Parent-teacher relationships.

371.4044 S372  
**School mediation trainer's guide** / Good Shepherd Neighbor House. Mediation Program.  
Subjects: Peer counseling of students  Mediation - Study and teaching  Conflict management - Study and teaching  School violence - Prevention.

371.782 K62  
**Making the peace : a 15-session violence prevention curriculum for young people** / Kivel, Paul  Creighton, Allan  Oakland Men's Project.  
Subjects: Violence - Prevention - Study and teaching (Secondary)  School violence - Prevention - Study and teaching (Secondary)  Conflict management - Study and teaching (Secondary)  Peace - Study and teaching (Secondary).

371.782 W671  
**Peace in the halls : stories and activities to manage anger and prevent school violence** / Wilde, Jerry.  
Subjects: School violence - Prevention  Conflict management - Study and teaching  Anger - Study and teaching.

650.13 C643  
**Resolving conflicts at work” : eight strategies for everyone on the job** / Cloke, Ken  Goldsmith, Joan.  
Subjects: Conflict management  Interpersonal relations  Industrial management.

650.13 S415  
**The art of resolving conflict in the workplace** / Schwimmer, Lawrence.  
Subjects: Conflict management  Interpersonal relations  Contents: 1 videocassette and study guide.

650.13 T625  
**Learning to manage conflict : getting people to work together productively** / Tjosvold, Dean.  
Subjects: Conflict management  Interpersonal relations.
658 J33

658.3 K76

658.4 C911
Subjects: Conflict management.

658.4 L671

658.402 H342

658.4036 S511

658.405 C912
Subjects: Conflict management.
Contents: 1 videocassette, 5 skill building guides, and 1 leader guide.

658.4052 C678
Subjects: Negotiation in business.


Alternative dispute resolution for organizations: how to design a system for effective conflict resolution / Stitt, Allan J.
Subjects: Conflict management. Dispute resolution (Law).


A study of the scope of bargaining in local teacher contract negotiations in Saskatchewan / Shefernack, Barry.
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Information File Subject Headings:

- Collective bargaining
- Collective bargaining - Saskatchewan
- Conflict management
- Conflict resolution
- Interest-based bargaining
- Negotiation