310 Editorial Policy

Teaching Ideas

Hewlett Conference 2000:
Focus on Negotiation Pedagogy
Sara Cobb, Guest Editor

315 Negotiation Pedagogy: Learning to Learn
Sara Cobb

321 Using Multiple Intelligences
to Improve Negotiation Theory and Practice
Howard Gardner

325 Taking Stock: An Analysis of Negotiation Pedagogy
across Four Professional Fields
Ron S. Fortgang

339 Culture and Negotiation Pedagogy
Kevin Avruch

347 More than Just a Footnote:
Constructing a Theoretical Framework
for Teaching about Gender in Negotiation
Deborah M. Kolb

357 Teaching about Gender and Negotiation:
Sex, Truths, and Videotape
Carrie Menkel-Meadow

377 Teaching Interpersonal Skills
for Negotiation and for Life
Robert C. Bordone

387 Distinguishing Best and Strategic Practices:
A Framework for Managing the Dilemma
between Creating and Claiming Value
Keith G. Allred

399 The Challenge of Learning
Jeffrey Loewenstein and Leigh Thompson

409 Supplemental Joint Brainstorming:
Navigating Past the Perils of Traditional Bargaining
Daniel L. Shapiro

421 Index