

Volume 17, Number 2

April 2001

NEJJOEQ 17(2) 97-202 (2001)

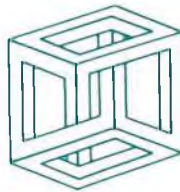
<http://www.wkap.nl/journalhome.htm/0748-4526>

ISSN 0748-4526

# Negotiation Journal

---

*On the Process  
of Dispute Settlement*



Published in cooperation  
with the Program on Negotiation,  
an Inter-University Consortium



KLUWER ACADEMIC / PLENUM PUBLISHERS

---

# Negotiation Journal

Volume 17, Number 2, April 2001

---



## 98 Editorial Policy

### In Theory

- 101 Changing the Debate about "Success"  
in Conflict Resolution Efforts  
*Tamra Pearson d'Estrée, Larissa A. Fast,  
Joshua N. Weiss, and Monica S. Jakobsen*

### In Practice

- 115 Principles of Persuasion  
*Michael Watkins*
- 139 Defining Mediator Knowledge and Skills  
*Margaret S. Herrman, Nancy Hollett,  
Jerry Gale, and Mark Foster*

### Teaching Ideas

- 155 Bargaining Styles and Negotiation:  
The Thomas-Kilmann Conflict Mode  
Instrument in Negotiation Training  
*G. Richard Shell*

### Research Report

- 175 Control, Communication, and Power: A Study of  
the Use of Alternative Dispute Resolution of Enforcement  
Actions at the U.S. Environmental Protection Agency  
*Carolyn Bourdeaux, Rosemary O'Leary,  
and Richard Thorburgh*

## 193 News and Notes