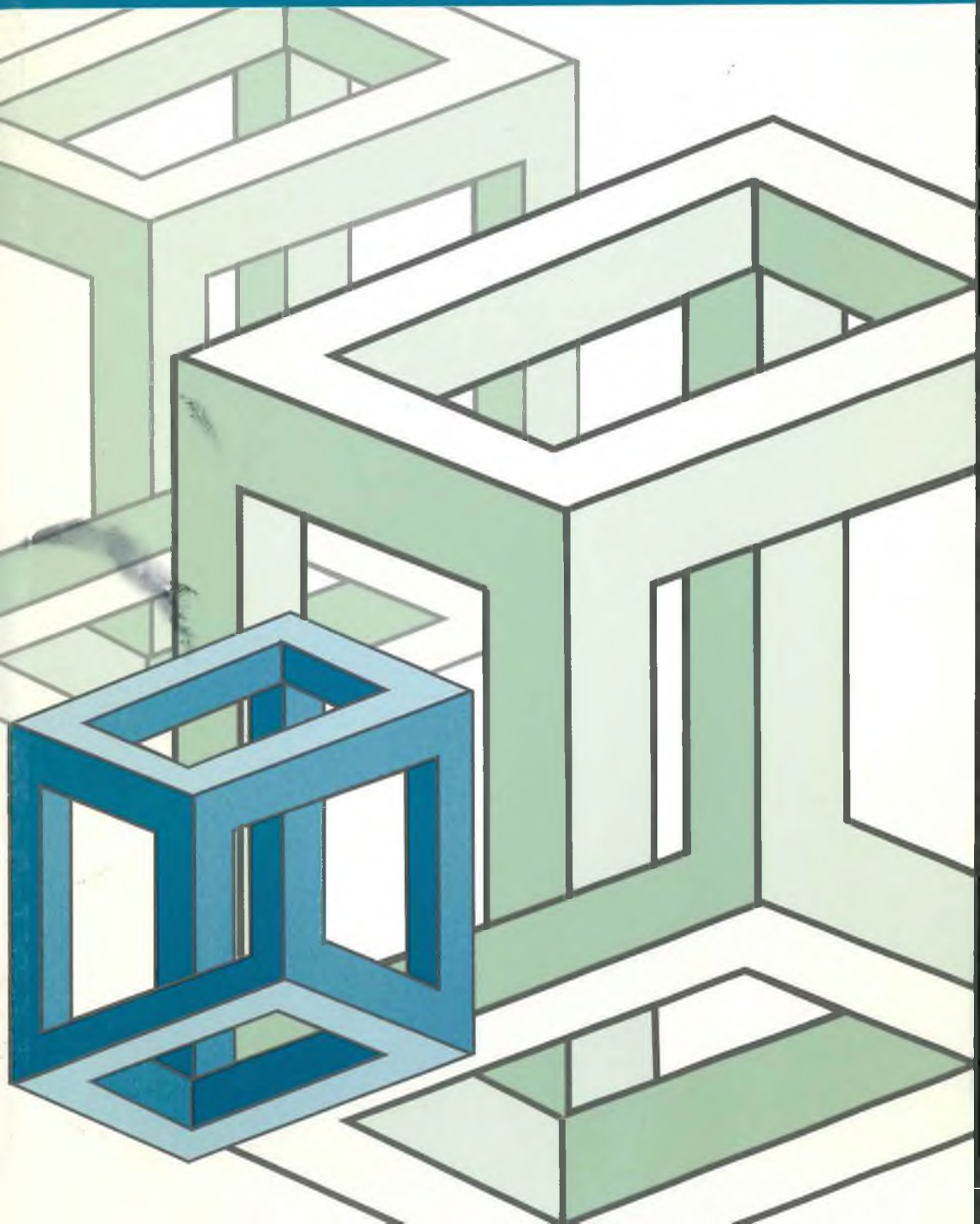


Negotiation Journal

VOLUME 21 • NUMBER 3 • JULY 2005



Negotiation Journal

Volume 21, Number 3, July 2005

- 315 Editor's Note**
Michael Wheeler
- 317 Case Analyses**
For the Sake of the Team: Unity and Disunity in a
Multiparty Major League Baseball Negotiation
Larry Crump
- 343 Metaphors for Navigating Negotiations**
Thomas H. Smith
- 365 In Practice**
The Secrets of Successful Mediators
Stephen B. Goldberg
- 377 Teaching Notes**
Using Tomorrow's Headlines for Today's Training:
Creating Pseudo-reality in Conflict Resolution Simulation
Games
Noam Ebner and Yael Efron
- 395 What We Have Learned About Teaching Multiparty
Negotiation**
*Lawrence Susskind, Robert Mnookin,
Lukasz Rozdeiczer, and Boyd Fuller*