



REQUIRED TEXT AND READINGS FOR SUMMER 2009-2020 SEMESTER

Below please find the textbook list required for this semester's courses. They are arranged by the day on which the course is given. Many of these books can be purchased through www.amazon.com; www.barnesandNoble.com; www.mysimon.com; a bookstore or loaned from a library. Textbooks preceded by an asterisk were used the last time the course was given. Students who wish to sell or buy any of these books may call the office to arrange an exchange.

SUNDAY COURSES

MBA-650 Leadership

Prof. Murphy

Northouse, P.G., (2003) *Leadership: Theory and Practice*, 3rd (or latest) Edition, Thousand Oaks, CA, Sage Publications: ISBN#: 076-192566X

Schein, E.H. (1999), *The Corporate Culture Survival Guide*, San Francisco, CA. Jossey-Bass ISBN: 078-7946990

Cohen, E. (2007), *Leadership Without Borders*, Singapore, John Wiley & Sons, ISBN: 978-0470822272

TUESDAY COURSES

GSM- 140 ON Statistics for Social Science

Prof. Gurvich

Ferris J. Ritchey, *The Statistical Imagination, Elementary Statistics for the Social Science*, with SPSS Student Version 14.0, 2nd Edition, McGraw-Hill, 2008, ISBN: 13 978-0-07-294304-7

TUESDAY/THURSDAY COURSES

MBA660 Negotiation & Conflict Resolution

Prof. Bigelow

Lewicki, R.J., Barry, B., and Saunders, D.M., *Essentials of Negotiation*, 4th Edition, McGraw-Hill Irwin: 2007)

Optional:

Harvard Business School Press "Harvard Business Review on Negotiation and Conflict Resolution" 1578512360

Lewicki, R., *Negotiation: Readings, Exercises and Cases* 5th Edition (Irwin McGraw-Hill: 2006) 0072973102

Fisher, R., Ury, W., Patton, B., *Getting to Yes: Negotiating Agreement Without Giving In*, 2nd Edition (Penguin Books: 1991) 0140157352

Ury, W., *Getting Past No: Negotiating Your Way From Confrontation to Cooperation* (Bantam Books: 1991) 0553072749