

Influence: The Psychology of Persuasion
Joint Meeting
Justice Marie L. Garibaldi American Inn of Court & Memphis ADR Inn of Court
May 21, 2024

Additional Readings Compiled by Stephen L. Shields

Guthrie, Chris. *Influence: Principles of Influence in Negotiation*, 87 Marq. L. Rev. (2004).

Fisher, Roger and Daniel Shapiro. *Beyond Reason: Using Emotions As You Negotiate*. Penguin Books, 2006.

Bisson, Leo. *Decision-Making At Mediation: Psychological Factors Influencing Outcomes*. 45-SUM Vt. B.J. 36. (Summer 2019)

Epstein, Joseph. *The Powers of Psychodynamics In Shaping Mediation Outcomes*. 33-JAN Colo. Law. 45. (January 2004)

Frenkel, Douglas and James Stark. *Changing Minds: The Work of Mediators and Empirical Studies of Persuasion*. 28 Ohio St. on Disp. Resol. 263. (2013)

Korobkin, Russell. *Psychological Impediments To Mediation Success: Theory and Practice*. Research Paper No. 05-09. UCLA School of Law: Law & Economics Research Paper Series. (2006)

Cardi, Vincent. *The Law As Violence: Essay: Litigation As Violence*. 49 Wake Forest L. Rev. 677 (Fall 2014)