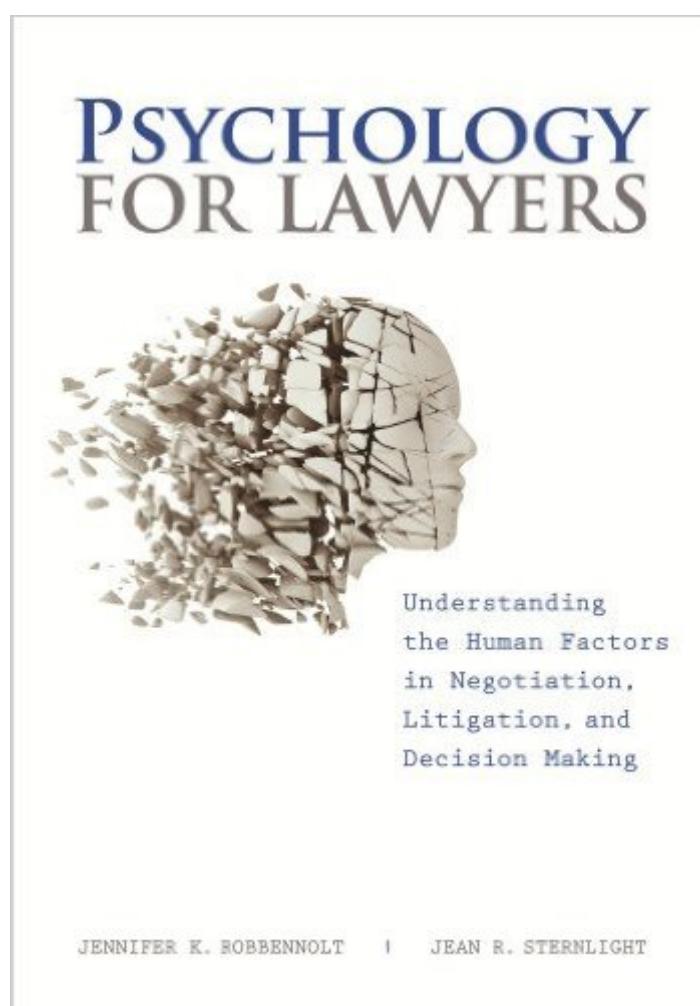


The book was found

# Psychology For Lawyers: Understanding The Human Factors In Negotiation, Litigation And Decision Making



## **Synopsis**

Psychology for Lawyers introduces practicing lawyers and law students to some of the key insights offered by the field of psychology. The first part of the book offers a crash course in those aspects of psychology that will be most useful to practicing attorneys, including issues such as perception, memory, judgment, decision making, emotion, influence, communication, and the psychology of justice. The second part applies the insights of research to tasks that lawyers face on a regular basis, including interviewing, negotiating, counseling, and conducting discovery. In addition, the book offers practical suggestions for improving your practice—suggestions that are grounded in the science of psychology. In short, by learning more about psychology and how to apply it, lawyers will be more effective, more successful, more ethical, and even happier. Comprehensive in discussion, this guide discusses aspects of social and cognitive psychology that are most relevant to lawyering: perception, memory, judgment, decision making, emotion, influence, communication and the psychology of justice. The authors include clear writing drawing on lots of current and interesting examples, chapter summaries, and extensive endnotes and helpful bibliographies for each chapter for those readers desiring more depth on particular issues.

## **Book Information**

Paperback: 600 pages

Publisher: American Bar Association (December 7, 2013)

Language: English

ISBN-10: 1614383545

ISBN-13: 978-1614383543

Product Dimensions: 7 x 1.2 x 10 inches

Shipping Weight: 2.3 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars [See all reviews](#) (4 customer reviews)

Best Sellers Rank: #436,164 in Books (See Top 100 in Books) #54 in Books > Law > Business > Arbitration, Negotiation & Mediation #250 in Books > Law > Business > Reference #519 in Books > Law > Law Practice

## **Customer Reviews**

Eh. It's a textbook. I like it just fine, but it isn't exactly what I would call pleasure reading. That said, I'll get through this one, unlike all my other law textbooks. The first four chapters discuss the foundations of decision making - the reasons people are biased, how emotions come into play, judgment shortcuts based on irrational lines of reasoning, etc. I haven't gotten through all of it yet.

A must read book for anyone. Written so even lawyers can understand the concepts. If you are going to read only one book on psychology, then this is the book to get.

As described, with quick delivery.

Fast, simple and easy.

[Download to continue reading...](#)

Psychology for Lawyers: Understanding the Human Factors in Negotiation, Litigation and Decision Making Soap Making: 365 Days of Soap Making (Soap Making, Soap Making Books, Soap Making for Beginners, Soap Making Guide, Soap Making Recipes, Soap Making Supplies): Soap Making Recipes for 365 Days Conceptual Foundations of Human Factors Measurement (Human Factors and Ergonomics) Handbook of Aviation Human Factors, Second Edition (Human Factors in Transportation (Hardcover)) Critical Thinking: Decision Making with Smarter Intuition and Logic! (Critical Thinking, Decision Making, Logic, Intuition) Negotiation Analysis: The Science and Art of Collaborative Decision Making Cell Phone Distraction, Human Factors, and Litigation Psychology: Social Psychology: 69 Psychology Techniques to Influence and Control People with Communication Tricks, NLP, Hypnosis and more... (Psychology, ... NLP, Social Anxiety, Cognitive Psychology) Human Factors Methods for Design: Making Systems Human-Centered Principles and Practice of Aviation Psychology (Human Factors in Transportation) Human Computer Interaction Handbook: Fundamentals, Evolving Technologies, and Emerging Applications, Third Edition (Human Factors and Ergonomics) A Human Error Approach to Aviation Accident Analysis: The Human Factors Analysis and Classification System Jewelry Making: Jewelry Making Instructions to Easily Create Beautiful Pendants, Bracelets, Earrings, and Necklaces (Jewelry Making Books, jewelry making for dummies, jewelry making tools) Jewelry Making: 33 Tips and Advices For Making Unique Earrings (jewelry making, jewelry making books, jewelry making kits) Multidistrict Litigation Manual: Practice Before the Judicial Panel on Multidistrict Litigation, 2011 ed. How To Analyze People: Body Language and Human Psychology Guide to Mastering Analyzing (Analyze People, Body Language, Human Psychology, How to Analyze People) Litigation - Insult to Injury: What Judges and Lawyers Know About the Legal System that You Don't Jury Decision Making: The State of the Science (Psychology and Crime) Human Psychology 101: Understanding the Human Mind and What Makes People Tick Nursing Priorities: 5 Step Approach to Making Quick Decisions in Nursing Care (Decision Making in Nursing)

[Dmca](#)