

Follow up reading to the May 2011 Mentoring-for-Leadership lunch “The Gender Paradox in Negotiation” with Professor Mara Olekalns, Professor of Management (Negotiation), Melbourne Business School.

Babcock, L., & Laschever, S. (2003). Nice girls don't ask, *Harvard Business Review* (October), 14 – 16. (shorter version of book)

Babcock, L., & Laschever, S. 2007. *Ask for it: How women can use the power of negotiation to get what they really want.* New York: Bantam Books.

Babcock, L., & Laschever, S. 2003. *Women don't ask.* Princeton: Princeton University

Kolb, D. 2004. Staying in the game or changing it: An analysis of moves and turns in negotiation. *Negotiation Journal*, 20: 253-267.

Kolb, D.M., & Williams, J. 2001. Breakthrough bargaining, *Harvard Business Review* (February), 89-97. (shorter version of book)

Kolb, D., & Williams, J. 2000. *The shadow negotiation: How women can master the hidden agendas that determine bargaining success.* NY: Simon & Schuster.

Kray, L. J. 2007. Leading through negotiation: Harnessing the power of gender stereotypes. *California Management Review*, 50: 159-173.

Kray, L., & Thompson, L. 2005. Gender and negotiation. *Research in Organizational Behavior*, 26: 102-182.

Also, some writing covering the material I presented at the session can be found at:

http://works.bepress.com/mara_olekalns/