Preface to Third Edition	xxv
Preface to Second Edition	xxxi
Preface to First Edition	xxxv
Acknowledgments	xli
PART I. CONCEPTS AND MODELS OF NEGOTIATION	1
Chapter 1. Conflict Theory: Concepts of Conflict and Negotiation	3
A. Conflict Theory	4
Carrie Menkel-Meadow, Roots and Inspirations: A Brief History of the	
Foundations of Dispute Resolution	5
Carrie Menkel-Meadow, Conflict Theory	6
Problem 1-1	10
Thomas C. Schelling, The Strategy of Conflict	11
Mary Parker Follett, Constructive Conflict	11
Deborah Tannen, The Argument Culture: Moving from Debate to Dialogue	13
Carrie Menkel-Meadow, The Trouble with the Adversary System in a	
Postmodern, Multicultural World	13
Problem 1-2	14
Problem 1-3	14
B. Negotiation Theory	15
1. Concepts of Negotiation	15
Jonathan R. Cohen, Adversaries? Partners? How About Counterparts?	
On Metaphors in the Practice and Teaching of Negotiation and Dispute	
Resolution	15
Problem 1-4	18
Problem 1-5	18

xii Contents

Linda L. Putnam, Challenging the Assumptions of Traditional Approaches	
to Negotiation	18
Problem 1-6	20
Frank E.A. Sander & Jeffrey Z. Rubin, The Janus Quality of	
Negotiation: Dealmaking and Dispute Settlement	21
Michael L. Moffitt, Disputes as Opportunities to Create Value	22
Problem 1-7	23
2. Descriptions of the Negotiation Process	23
Gerald Williams, Legal Negotiation and Settlement	24
Philip H. Gulliver, Disputes and Negotiations: A Cross-Cultural Perspective	27
Problem 1-8	28
Russell Korobkin, A Positive Theory of Legal Negotiation	28 31
3. Learning How to Negotiate Scott R. Peppet & Michael L. Moffitt, Learning How to Negotiate	31
Further Reading	37
rather reading	57
Chapter 2. Working with Your Client: Preparing for Negotiation by	
Learning from and Listening to Your Client	39
A. Attorney-Client Issues	39
Robert H. Mnookin, Scott R. Peppet & Andrew S. Tulumello, <i>Beyond</i>	0,
Winning: Negotiating to Create Value in Deals and Disputes	40
Problem 2-1	44
Problem 2-2	45
Problem 2-3	45
Scott Peppet, Six Principles for Using Negotiating Agents to Maximum Advantage	45
Problem 2-4	50
Problem 2-5	50
B. Learning	50
Katherine R. Kruse, Beyond Cardboard Clients in Legal Ethics	51
Problem 2-6	52
Warren Lehman, The Pursuit of a Client's Interest	52
David A. Lax & James K. Sebenius, Interests: The Measure of Negotiation	54
C. Listening	57
John L. Barkai, How to Develop the Skill of Active Listening	58
Douglas Stone, Bruce Patton & Sheila Heen, Difficult Conversations: How to	30
Discuss What Matters Most	61
Problem 2-7	63
Guy Itzchakov & Avraham N. Kluger, Changing the Other Party's Attitude	00
with High Quality Listening	63
Problem 2-8	65
Further Reading	65

Chapter 3.	Working with Your Client: Interviewing, Counseling, Communicating	67
A. Intervi	ewing	67
Stefan S Eric E.	H. Kreiger & Richard K. Neumann, Jr., Essential Lawyering kills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis Vogt et al., The Art of Powerful Questions: Catalyzing Insight, movation, and Action	68 70
Proble		74
Proble		74
B. Couns	eling	75
S	H. Kreiger & Richard K. Neumann, Jr., Essential Lawyering kills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis	75
T	ie C. Aaron, Client Science: Advice for Lawyers on Counseling Clients through Bad News and Other Legal Realities	76
•	Sternlight & Jennifer Robbennolt, Good Lawyers Should Be Good	0.0
Proble:	sychologists: Insights for Interviewing and Counseling Clients	80 81
Proble		81
	nunication Modes	81
		01
	Kupfer Schneider & Sean A. McCarthy, Choosing Modes of Communication	82
	Ebner, Negotiating Via Email	85
Proble		89
Proble		89
	r Reading	89
Chapter 4.	Preparation and Persuasion	91
A. Goals	— Aspirations	92
Andrea	Kupfer Schneider, Measuring Success	92
Proble	•	94
Jennife	r Gerarda Brown, The Role of Hope in Negotiation	95
Proble	m 4-2	96
B. Limits	— BATNA and Reservation Point	96
_	Fisher, William Ury & Bruce Patton, Getting to YES: Negotiating greement Without Giving In	96
	Korobkin, A Positive Theory of Legal Negotiation	98
Proble		100
	Senger, Decisionmaking Under Uncertainty	101
Proble	• •	106
C. Criter	ia and Fairness	106
Proble		107
Proble		107

xiv Contents

Roger Fisher, William Ury & Bruce Patton, Getting to YES: Negotiating	
Agreement Without Giving In	108
Problem 4-7	109
Russell Korobkin & Chris Guthrie, Psychological Barriers to Litigation	
Settlement: An Experimental Approach	109
Chris Guthrie, Principles of Influence in Negotiation	111
Problem 4-8	113
D. Talking Persuasively	113
Problem 4-9	114
Robert B. Cialdini, Influence: The Psychology of Persuasion	115
Douglas Stone, Bruce Patton & Sheila Heen, Difficult Conversations:	
How to Discuss What Matters Most	117
Problem 4-10	119
Further Reading	120
Chapter 5. Integrative Negotiation: Expanding the Pie and Solving	
the Problem	121
	122
A. Theory of Integrative Negotiation	
Problem 5-1	122
Roger Fisher, William Ury & Bruce Patton, Getting to YES: Negotiating	100
Agreement Without Giving In Problem 5-2	122
Carrie Menkel-Meadow, Toward Another View of Legal Negotiation:	127
The Structure of Problem Solving	127
Problem 5-3	132
B. Strategy of Integrative Negotiation	132
	132
David A. Lax & James K. Sebenius, The Manager as Negotiator:	120
Bargaining for Cooperation and Competitive Gain Problem 5-4	132
	133
C. Skill Building for Creative Problem Solving	133
Jennifer Gerarda Brown, Creativity and Problem-Solving	134
Problem 5-5	138
Carrie Menkel-Meadow, Aha? Is Creativity Possible in Legal Problem	4.20
Solving and Teachable in Legal Education?	139
Problem 5-6	143
Problem 5-7	144
Problem 5-8  Proger Fisher Flizebeth Konelman & Andrea Kunfer Schneider Revend	144
Roger Fisher, Elizabeth Kopelman & Andrea Kupfer Schneider, Beyond Machiavelli: Tools for Coping with Conflict	145
Michael L. Moffitt, Disputes as Opportunities to Create Value	148
Further Reading	152

Chapter 6. Distributive Bargaining and Conflict Orientations	153
Howard Raiffa, The Art and Science of Negotiation	154
A. Adversarial Approach	155
1. The Theory of Adversarial Approaches	155
Gary Goodpaster, A Primer on Competitive Bargaining	155
Carrie Menkel-Meadow, Toward Another View of Legal Negotiation:	
The Structure of Problem Solving	156
2. The Strategy of Adversarial Approaches	158
Michael Meltsner & Philip G. Schrag, Negotiation	159
Robert H. Mnookin, Scott R. Peppet & Andrew S. Tulumello, Beyond	
Winning: Negotiating to Create Value in Deals and Disputes	162
Problem 6-1	163
Problem 6-2	164
3. Concerns with Adversarial Approaches	164
Carrie Menkel-Meadow, Toward Another View of Legal Negotiation: The	
Structure of Problem Solving	164
Problem 6-3	166
Andrea Kupfer Schneider, Shattering Negotiation Myths: Empirical	
Evidence on the Effectiveness of Negotiation Style	167
B. Accommodating	168
1. Theory and Strategies of Accommodating	169
Roger Fisher, William Ury & Bruce Patton, Getting to YES: Negotiating	
Agreement Without Giving In	169
Gerald R. Williams, Legal Negotiation and Settlement	170
Problem 6-4	171
2. Concerns with an Accommodating Approach	171
Chester L. Karrass, The Negotiating Game	171
Problem 6-5	173
Problem 6-6	173
C. Conflict Orientation	173
Kenneth Thomas, Conflict and Conflict Management	174
Andrea Kupfer Schneider & David Kupfer, Smart & Savvy:	
Negotiation Strategies in Academia	176
Further Reading	181
Chapter 7. Choosing a Negotiation Approach	183
Carrie Menkel-Meadow, The Morality of Compromise	183
Problem 7-1	187
A. The Prisoner's Dilemma	187
Douglas R. Hofstadter, Metamagical Themas: Questing for the Essence of	
Mind and Pattern	187
Problem 7-2	188
Problem 7-3	188

xvi

	Robert Axelrod, The Evolution of Cooperation	189
	Problem 7-4	194
	Michael L. Moffitt, Disputes as Opportunities to Create Value	195
	Douglas R. Hofstadter, Metamagical Themas: Questing for the Essence	
	of Mind and Pattern	196
	Ronald J. Gilson, Value Creation by Business Lawyers: Legal Skills	
	and Asset Pricing	196
	Problem 7-5	197
	Natalie Angier, Why We're So Nice: We're Wired to Cooperate Problem 7-6	198
D		198
В.	Negotiator's Dilemma	199
	David A. Lax & James K. Sebenius, The Manager as Negotiator:	400
	Bargaining for Cooperation and Competitive Gain Problem 7-7	199
		201
C.	Choosing Among Negotiation Approaches	201
	Carrie Menkel-Meadow, The Art and Science of Problem Solving Negotiation Problem 7-8	201
	Andrea Kupfer Schneider, Shattering Negotiation Myths: Empirical	202
	Evidence on the Effectiveness of Negotiation Style	202
	Peter S. Adler, Protean Negotiation	205
	Further Reading	208
PAR	T II. SKILLS FOR NEGOTIATION	209
Chap	oter 8. Relating to Your Counterpart: Information Exchange,	
	Trust, Apology, Reputation, and Power	211
A.	Information Exchange	211
	Carrie Menkel-Meadow, Know When to Show Your Hand	211
	Peter Reilly, Was Machiavelli Right? Lying in Negotiation and the Art	
	of Defensive Self-Help	212
	Problem 8-1	215
В.	Trust	215
	Roy J. Lewicki, Trust and Repair	215
	Moty Cristal, Negotiating in a Low-to-No Trust Environment	219
C.	Apology	220
	Jennifer Gerarda Brown & Jennifer K. Robbennolt, Apology in Negotiation	221
D.	Reputation	224
	Catherine H. Tinsley, Jack Cambria & Andrea Kupfer Schneider,	
	Reputation in Negotiation	225
	Problem 8-2	229
E.	Power	229
E.	Power Peter T. Coleman, Power and Conflict	229 229

Contents xvii

Robert S	S. Adler & Elliot M. Silverstein, When David Meets Goliath:	
Dea	ıling with Power Differentials in Negotiations	234
Problem	8-4	241
Further 1	Reading	241
	Working with Your Counterpart: Understanding	
á	and Emotions	243
A. Underst	anding Yourself	243
Melissa I	Nelken, Negotiation and Psychoanalysis: If I'd Wanted to Learn About	
Fee	lings, I Wouldn't Have Gone to Law School	243
Roger F	isher & Wayne H. Davis, Six Basic Interpersonal Skills for	
	legotiator's Repertoire	244
Problem		248
Problem		248
B. Understa	anding Your Counterpart	248
	H. Mnookin, Scott R. Peppet & Andrew S. Tulumello, Beyond	
	nning: Negotiating to Create Value in Deals and Disputes	248
Problem		249
-	isher, Elizabeth Kopelman & Andrea Kupfer Schneider, Beyond	249
Problem	chiavelli: Tools for Coping with Conflict	253
	oss, The Ladder of Inference	254
	Stark & Douglas N. Frenkel, Changing Minds: The Work	231
•	Aediators and Empirical Studies of Persuasion	256
	Kupfer Schneider, Effective Responses to Offensive Comments	258
Problem	9-5	260
C. Emotion	as and Mood	260
Daniel L	. Shapiro, Emotions in Negotiation: Peril or Promise?	260
	C. Nelken, Andrea Kupfer Schneider & Jamil Mahaud,	
•	Wanted to Teach About Feelings, I Wouldn't Have Become a	
	v Professor	264
	filly, Teaching Law Students How to Feel: Using Negotiations Training	264
to 1 Problem	ncrease Emotional Intelligence	264 267
	eshman, Adele Hayes & Greg Feldman, <i>The Lawyer-Negotiator</i>	207
	Mood Scientist: What We Know and Don't Know About How	
	od Relates to Successful Negotiation	268
Problem		270
D. Social In	ntuition	270
Andrea I	Kupfer Schneider & Noam Ebner, Social Intuition	271
Problem		275
Further 1	Reading	276

xviii Contents

Chapter 10. Recognizing and Responding to Challenges in Negotiation	277
A. Psychological Factors Affecting Negotiation	277
1. Heuristics and Biases  Dussell Versellin & Chris Cuthrie Hauristics and Biases at the	278
Russell Korobkin & Chris Guthrie, Heuristics and Biases at the Bargaining Table	278
2. Status Quo Barriers	282
Daniel Kahneman & Amos Tversky, Conflict Resolution: A	202
Cognitive Perspective	282
Problem 10-1	283
Problem 10-2	284
Richard Birke, Reconciling Loss Aversion and Guilty Pleas	284
Andrea Kupfer Schneider and Cynthia Alkon, Bargaining in	
the Dark: The Need for Transparency and Data in Plea Bargaining	286
Problem 10-3	288
3. Informational Barriers	288
Robert H. Mnookin, Why Negotiations Fail: An Exploration of Barriers	
to Conflict Resolution	288
Max H. Bazerman & Margaret A. Neale, Negotiating Rationally	290
Problem 10-4	292
Daniel Kahneman & Amos Tversky, Conflict Resolution: A	202
Cognitive Perspective 4. Gamesmanship Barriers	293 294
Max H. Bazerman & Margaret A. Neale, Negotiating Rationally	294
Lee Ross, Reactive Devaluation in Negotiation and Conflict Resolution	298
Problem 10-5	300
B. Strategies for Recognizing and Responding to Negotiation	
Barriers and Dilemmas	300
Andrea Kupfer Schneider, Effective Responses to Offensive Comments Problem 10-6	300 305
William Ury, Getting Past No: Negotiating with Difficult People	305
Problem 10-7	307
Problem 10-8	307
Further Reading	308
Chapter 11. Dealing with Differences: Culture, Gender,	
Race, and Others	309
A. Culture	309
Jeffrey Z. Rubin & Frank E.A. Sander, Culture, Negotiation, and the	
Eye of the Beholder	310
Problem 11-1	311
Jeswald W. Salacuse, Ten Ways That Culture Affects Negotiating Style:	
Some Survey Results	311
Problem 11-2	316
Problem 11-3	316

В.	Gender	316
	Carol Gilligan, In a Different Voice: Psychological Theory and Women's	
	Development	317
	Carrie Menkel-Meadow, Feminist Discourse, Moral Values and the	
	Law — $A$ Conversation	318
	Problem 11-4	321
	Problem 11-5	322
	Andrea Kupfer Schneider, Negotiating While Female	322
	Problem 11-6	328
C.	Race	328
	Ian Ayres, Further Evidence of Discrimination in New Car Negotiations	
	and Estimates of Its Cause	328
	Michael Z. Green, Negotiating While Black	331
	Phyllis Beck Kritek, Negotiating at an Uneven Table: A Practical Approach	
	to Working with Difference and Diversity	334
	Problem 11-7	336
	Further Reading	337
PAR	T III. LAW AND ETHICS IN NEGOTIATION	339
Chap	oter 12. Ethics in Negotiation	341
A.	How Lawyers (Should) Behave in Negotiations	342
	Carrie Menkel-Meadow, What's Fair in Negotiation? What Is Ethics	
	in Negotiation?	342
В.	Ethical Rules and Legal Obligations	343
	1. The Law of Misrepresentation and Fraud	343
	Restatement (Second) of Torts §525	343
	Restatement (Second) of Contracts §§161, 164	343
	a. Misrepresentation	344
	Stare v. Tate	344
	Problem 12-1	346
	b. Omissions	346
	G. Richard Shell, Bargaining for Advantage: Negotiation Strategies	310
	for Reasonable People	346
	Problem 12-2	347
	c. Material Facts	348
	Vulcan Metals Co. v. Simmons Manufacturing Co.	348
	Problem 12-3	349
	Beavers v. Lamplighters Realty	349
	Kabatchnick v. Hanover-Elm Building Corp.	350
	Problem 12-4	351
	d. Recovery	351
	Problem 12-5	352
	2. Ethical Rules	352

**xx** Contents

Carrie Menkel-Meadow, Ethics, Morality and Professional Responsibility	250
in Negotiation Problem 12-6	352 359
G. Richard Shell, Bargaining for Advantage: Negotiation Strategies	339
for Reasonable People	360
James J. White, Machiavelli and the Bar: Ethical Limitations on Lying in	-
Negotiation	364
Problem 12-7	365
Patrick J. Schiltz, On Being a Happy, Healthy, and Ethical Member	
of an Unhappy, Unhealthy, and Unethical Profession	366
Problem 12-8	370
Problem 12-9	370
Art Hinshaw, Peter Reilly & Andrea Kupfer Schneider, Attorneys and	
Negotiation Ethics: A Material Misunderstanding?	371
Further Reading	374
Chapter 13. The Law of Negotiation	375
A. Negotiated Settlements as Contracts	377
Problem 13-1	377
B. Legal Authority to Negotiate: Lawyer-Client/Agent-Principal	378
Restatement (Third) of Agency §§1.01, 2.02	378
Model Rule of Professional Conduct 1.2	379
Covington v. Continental General Tire, Inc.	380
Problem 13-2	381
C. Duty to Bargain	381
D. Rules with Incentives to Bargain: Fees and Costs of Negotiating	382
Federal Rule of Civil Procedure 68	383
Problem 13-3	383
Evans v. Jeff D.	383
Problem 13-4	387
E. Multiple-Party Settlements	387
1. Lawyers' Duties with Multiple Clients	388
Model Rule of Professional Conduct 1.8(g)	388
2. Class Actions	389
Amchem Products, Inc. v. Windsor	389
Problem 13-5	391
3. Joint and Several Liability for and Contributions to Settlements:	
Mary Carter Agreements	392
Problem 13-6	393
F. Confidentiality, Secrecy, and Transparency of Negotiations	394
Federal Rule of Evidence 408	394
David Luban Settlements and the Fracion of the Public Realm	395

Carrie Menkel-Meadow, Public Access to Private Settlements:	
Conflicting Legal Policies	398
Problem 13-7	401
G. Judicial Review of Negotiated Settlements	402
Spaulding v. Zimmerman	402
Problem 13-8	403
H. Taxation of Negotiated Settlements and Attorneys' Fees	403
Problem 13-9	405
Further Reading	405
PART IV. COMPLEX NEGOTIATION PROCESSES	407
Chapter 14. Multiparty Negotiation	409
A. Multiparty Dispute Processes: How Are They Different?	409
1. Negotiating with More Than Two Parties: Coalitions and Groups Carrie Menkel-Meadow, <i>Introduction, Multi-Party Dispute</i>	410
Resolution, Democracy and Decision Making	410
Robert H. Mnookin, Strategic Barriers to Dispute Resolution:	
A Comparison of Bilateral and Multilateral Negotiations	413
Leigh L. Thompson, The Mind and Heart of the Negotiator	413
Problem 14-1	419
James K. Sebenius, Mapping Backward: Negotiating in the Right Sequence?	419
Problem 14-2	422
Cass R. Sunstein, Deliberative Trouble? Why Groups Go to Extremes	423
Problem 14-3	425
2. Organizing and Legitimizing Group Negotiations: New Processes and	425
Deliberative Democracy	425 426
Carrie Menkel-Meadow, The Lawyer's Role(s) in Deliberative Democracy Carrie Menkel-Meadow, Introduction: From Legal Disputes	420
to Conflict Resolution and Human Problem Solving	428
Problem 14-4	429
Philip J. Harter, Negotiating Regulations: A Cure for Malaise	429
Problem 14-5	431
3. Legal Issues in Use of Consensus Building and Group Negotiations	431
Dwight Golann & Eric E. Van Loon, Legal Issues in Consensus Building	432
Jeffrey R. Seul, Settling Significant Cases	433
Problem 14-6 Problem 14-7	437 437
B. Structures, Procedures, and Skills for Multiparty Processes	107
and Dispute System Design	437
Lawrence Susskind, An Alternative to Robert's Rules of Order	
for Groups, Organizations, and Ad Hoc Assemblies That Want to	
Operate by Consensus	438
Problem 14-8	442

xxii Contents

Robert Dingwall & Carrie Menkel-Meadow, <i>Negotiating Against a Script</i> Further Reading	444 447
Chapter 15. International Negotiation	449
A. Causes of International Conflict	449
Samuel P. Huntington, The Clash of Civilizations?	450
Problem 15-1	453
B. International Negotiation	453
Robert D. Putnam, Diplomacy and Domestic Politics:	
The Logic of Two-Level Games	454
Andrea Kupfer Schneider, Book Review, Getting to NAFTA: A Review of	
Interpreting NAFTA by Frederick W. Mayer	457
Problem 15-2	458
Robert H. Mnookin, When Not to Negotiate: A Negotiation Imperialist	450
Reflects on Appropriate Limits  Course Mandal Manday Communica Negatiation and Mandita	458 461
Carrie Menkel-Meadow, Compromise, Negotiation and Morality Problem 15-3	463
Carrie Menkel-Meadow, Deconstructing Henry: Negotiation	100
Lessons from Kissinger's Career	463
C. Facilitated Negotiation: International Mediation	466
Roger Fisher, Elizabeth Kopelman & Andrea Kupfer Schneider, Beyond	
Machiavelli: Tools for Coping with Conflict	468
Problem 15-4	470
I. William Zartman, The Timing of Peace Initiatives: Hurting Stalemates	
and Ripe Moments	471
John Paul Lederach, Cultivating Peace: A Practitioner's View of Deadly	470
Conflict and Negotiation Problem 15-5	472
Daniel Curran, James K. Sebenius & Michael Watkins, <i>Two Paths to</i>	474
Peace: Contrasting George Mitchell in Northern Ireland with	
Richard Holbrooke in Bosnia-Herzegovina	474
Problem 15-6	478
Further Reading	478
Chapter 16. Facilitated Negotiation: Mediation	481
A. Introduction to Mediation	482
1. What Is Mediation?	482
2. The Advantages of Mediation	483
a. Settlement: Avoiding the Expense, Delay, and Risk of Adjudication	484
b. Participation and Self-Determination: Giving Parties Voice	
and Choice	484
c. Better Outcomes: Generating Creative Problem Solving	485
d. Relationship, Community, and Harmony: Building Bridges	
Between People	485
Problem 16-1	486

Contents xxiii

3. A History and Overview of Mediation in the United States	486
a. Roots	486
b. Labor	487
c. Community	487
d. Family	488
e. Civil Cases	488
f. Cybermediation	488
g. Other Arenas	489
4. Two Perspectives on Mediation	489
Carrie Menkel-Meadow, Introduction	489
Lon L. Fuller, Mediation — Its Forms and Functions	491
Problem 16-2	493
B. Approaches to Mediation	494
Narrow or Broad Problem Definition, Evaluative or Facilitative	494
Leonard L. Riskin, Mediator Orientations, Strategies and Techniques	494
Problem 16-3	498
Problem-Solving, Understanding-Based, or Transformative	498
Gary Friedman & Jack Himmelstein, The Understanding-Based	170
Model of Mediation	499
Robert A. Baruch Bush & Joseph P. Folger, The Promise of Mediation	501
Problem 16-4	503
3. Trashing, Bashing, or Hashing	503
James J. Alfini, Trashing, Bashing, and Hashing It Out: Is This	303
the End of "Good Mediation"?	503
Problem 16-5	505
4. Dispute Settlement or Transaction and Relationship Formation	505
Scott R. Peppet, Contract Formation in Imperfect Markets: Should We Use	303
Mediators in Deals?	505
Problem 16-6	507
C. Examples of Mediations	507
Frank J. Scardilli, Sisters of the Precious Blood v. Bristol-Myers Co.:	
A Shareholder-Management Dispute	507
Problem 16-7	511
Eric Galton, Mediation of Medical Negligence Claims	511
Problem 16-8	512
Lela P. Love, Glen Cove: Mediation Achieves What Litigation Cannot	513
Problem 16-9	515
Further Reading	516
Table of Online Resources	517
Table of Rules and Statutes	519
Table of Cases	521
Collected References	523
Index	547