1. Record Nr. UNINA9910813635203321 Autore Robbennolt Jennifer K. **Titolo** Psychology for lawyers: understanding the human factors in negotiation, litigation, and decision making / / Jennifer K. Robbennolt and Jean R. Sternlight Pubbl/distr/stampa Chicago, Illinois:,: American Bar Association,, [2021] ©2021 **ISBN** 1-64105-817-X Edizione [Second edition.] Descrizione fisica 1 online resource (631 pages) Disciplina 150.2434 Soggetti Law - Psychological aspects Practice of law - United States Lawyers - United States Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Intro -- Half Title -- Title Page -- Copyright Page -- Dedication --Nota di contenuto Contents -- Acknowledgments -- About the Authors -- Introduction -- A Note on Audience -- Notes -- Chapter 1 Perceiving and Understanding the World -- The Limits of Attention -- Observation and

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