

Synopsis

This collection of negotiation materials represents what the authors consider the most instructive and provocative writings in the field. Includes interesting case studies and intriguing treatments of peripheral topics. Each chapter is introduced by a short conceptual orientation. Organized to reflect over a decade of experience teaching in several law schools, and providing negotiation training for law firms, businesses, bar associations, and government officials. The organizational format has proved resilient across cultures, in work conducted for political, academic, social, and business leaders throughout Central Europe, the former Soviet Union, Asia, and India. For use as a foundation to build a supplemental collection.

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Customer Reviews

You probably got assigned this book for a class, but I think you'll be impressed with what's inside. It contains a lot of good information on diverse topics like negotiation strategy, leverage, ethics, and proper representation of clients. Some of it is a bit wordy, because it comes from academic writers, but the articles are generally good if you look past a bit of "academia-speak." For other books on the subject, I recommend "Getting to Yes" which contains a great description of the "collaborative" approach to negotiation, which is good for negotiations with long-term partners (employees/employers, suppliers, clients, etc.) Our professor assigned this book, and I found it was a very good description of how to negotiate when you don't just want to cut throats, but are trying to build a relationship that is mutually beneficial.

I am an investment banker and business broker in the ASC, Ambulatory Surgery center and Radiation oncology markets. I work with buyers and sellers. I have read over 100 sales and negotiations books. I have taken many graduate level classes as well. This book was written for lawyers but it is a great read. It is made up of short research based readings. It really gives you an in dept understanding of how the parties work in the negotiations process. It is a must read for people that are involved in complex negotiations. Also read Negotiation Genius and the mind and heart of the negotiator Blayne Rush[...]

This was great! The book was in excellent condition. Very good value for my money. Really enjoyed this, thanks for your help.

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