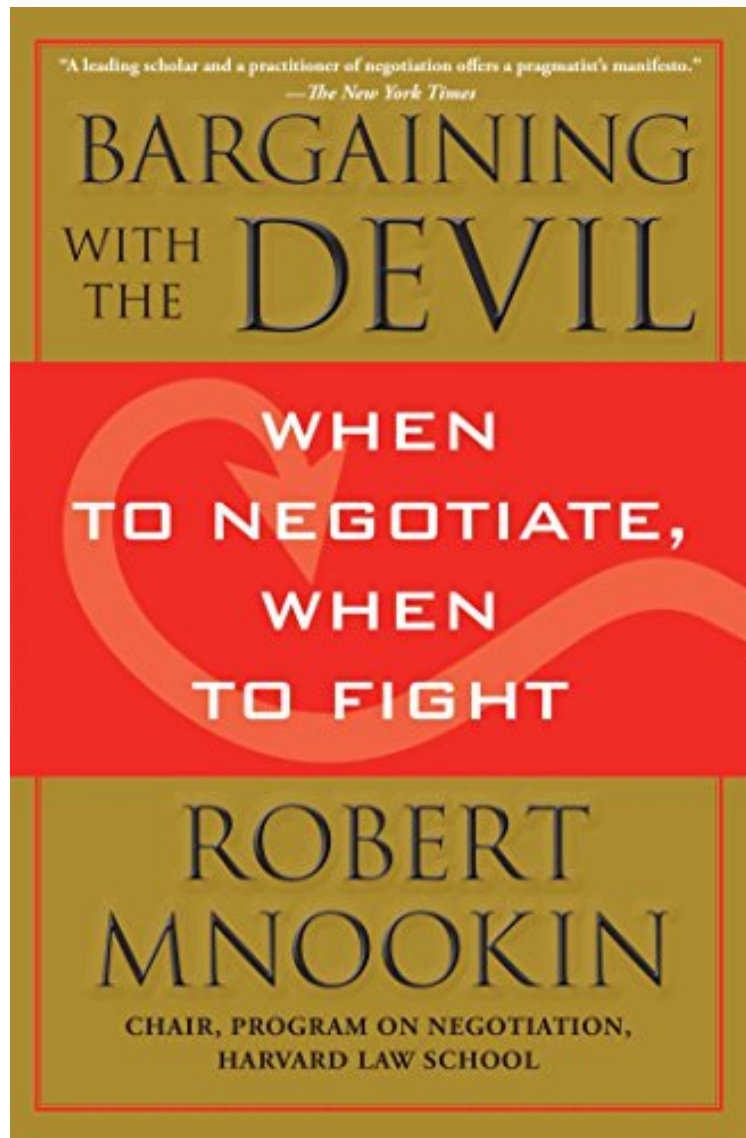


(Library ebook) Bargaining with the Devil: When to Negotiate, When to Fight

Bargaining with the Devil: When to Negotiate, When to Fight

Robert Mnookin

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Robert Mnookin : Bargaining with the Devil: When to Negotiate, When to Fight before purchasing it in order to gauge whether or not it would be worth my time, and all praised Bargaining with the Devil: When to Negotiate, When to Fight:

3 of 3 people found the following review helpful. Thought provoking and thoughtful By Prof Clive Smallman A collection of negotiation case studies, some set on the world stage, but others set at a much more intimate level. Mnookin's gift is to find the common threads that defy the scale differences, distilling a subtlety distinct cut on interest-based negotiation. The political case studies are good, but the real value in this excellent book lies in the detailed

discussion and perceptive analysis of cases of employee representation vs. management, a divorce, and sibling disagreement over inheritance. Each case illustrates the value of focusing on interests rather than pointless positions of so-called principle. How often have I seen the outcome of "it's the principle" negatively impact people's lives, more often than not following some pyrrhic "victory" in a negotiation of some sort? Politicians of all stripes, managers and trade unionists too, as well as warring spouses or siblings - read, digest, benefit. 1 of 1 people found the following review helpful. Pathways to resolution of conflicts. By Richard L. Lites. The author provides examples, from business, politics and war, of conflicts between opponents who start out demonizing each other and then find, or fail to find, common pathways to resolution. The book is a plea for restraint of initial impulses to fight - in court or on the battlefield - while each side puts itself in the other side's place to figure out what concessions can reasonably be expected. The section about Nelson Mandela is for me the centerpiece of the book. The story of his heroic endurance through years of imprisonment, his deep understanding of his opponents, and his skill at negotiating while balancing passion and thoughtful restraint, mark him as one of the truly great figures of history. I am grateful to Mr. Mookin for teaching me so much more about this remarkable man than I already knew. 0 of 0 people found the following review helpful. Good book. By Mervin. This book begins with an analysis of important negotiations in very difficult perceptions of the parties of the other side in order to get an agreement and goes to more near cases as familiar cases. Recommended.

The art of negotiation—;from one of the country's most eminent practitioners and the Chair of the Harvard Law School's Program on Negotiation. One of the country's most eminent practitioners of the art and science of negotiation offers practical advice for the most challenging conflicts—;when you are facing an adversary you don't trust, who may harm you, or who you may even feel is evil. This lively, informative, emotionally compelling book identifies the tools one needs to make wise decisions about life's most challenging conflicts.

.com Drawing from a remarkable range of real-life stories, Mookin offers his thoughtful guidance in disputes of all sorts where the temptation is to demonize: The CEO of a small high-tech company learns that his joint-venture partner, a big foreign corporation, has been secretly cheating him under a license agreement; IBM discovers that Fujitsu, its largest competitor, has copied its software; the San Francisco Symphony is torn apart by poisoned labor-management relations; divorcing spouses, each feeling wounded and betrayed, disagree about custody and support; three siblings are in conflict about what to do with a jointly inherited vacation property. Mookin also examines decisions made in conflicts with evil regimes, where lives and liberty were at stake. He analyzes Winston Churchill's fateful choice in May 1940—Britain's darkest hour—to reject negotiations with Adolf Hitler and to carry on the fight. He compares Nelson Mandela's decision to initiate negotiations with the South Africa apartheid government that had imprisoned him for life with the imprisoned Soviet dissident Natan Sharansky's decision not to negotiate with the KGB for his freedom. And Mookin evaluates with sensitivity the Hungarian Jew Rudolf Kasztner's still controversial decision to negotiate with Adolf Eichmann in the hope of saving lives. This lively, informative, indispensable book identifies the tools one needs to make wise decisions about life's most challenging conflicts. Read an excerpt for Bargaining with the Devil. From Publishers Weekly Mookin, head of Harvard's Program on Negotiation, combines business, history, philosophy and psychology to present a complete set of tools for confronting "Devils," defined as any individual perceived as a harmful adversary. Examining eight conflicts, including Winston Churchill's decision to reject negotiations with Adolf Hitler, Nelson Mandela's decision to initiate discussions with South Africa's apartheid government, IBM's discovery that its largest competitor copied its software, poisoned labor-management issues in the San Francisco Symphony, and examples from his professional experience, Mookin (*Beyond Winning*) provides a straightforward account of the deliberative options when facing a "Faustian tension between pragmatism and principle." Along with cogent analysis, Mookin suggests four general guidelines for determining the best course of action: systematically compare the cost-benefit ratios of negotiating or fighting, collect advice from others, tip the scales in favor of negotiation before fully committing, and don't allow moral intuition to override pragmatic assessment. While Mookin admits his suggestions are "hardly the last word," they will help decision-makers focus their thoughts in challenging situations. END About the Author Robert H. Mookin is the Samuel Williston Professor of Law at Harvard Law, the Chair of the Steering Committee of the Program on Negotiation at Harvard Law School, and the Director of the Harvard Negotiation Research Project. A renowned teacher and lecturer, Professor Mookin has taught numerous workshops for corporations, governmental agencies and law firms throughout the world and trained many executives and professions in negotiation and mediation skills. Professor Mookin has written or edited nine books and numerous scholarly articles. His books include *Beyond Winning: Negotiating to Create Value in Deals and Disputes* (with Scott Peppet and Andrew Tulumello) and *Negotiating on Behalf of Others*.