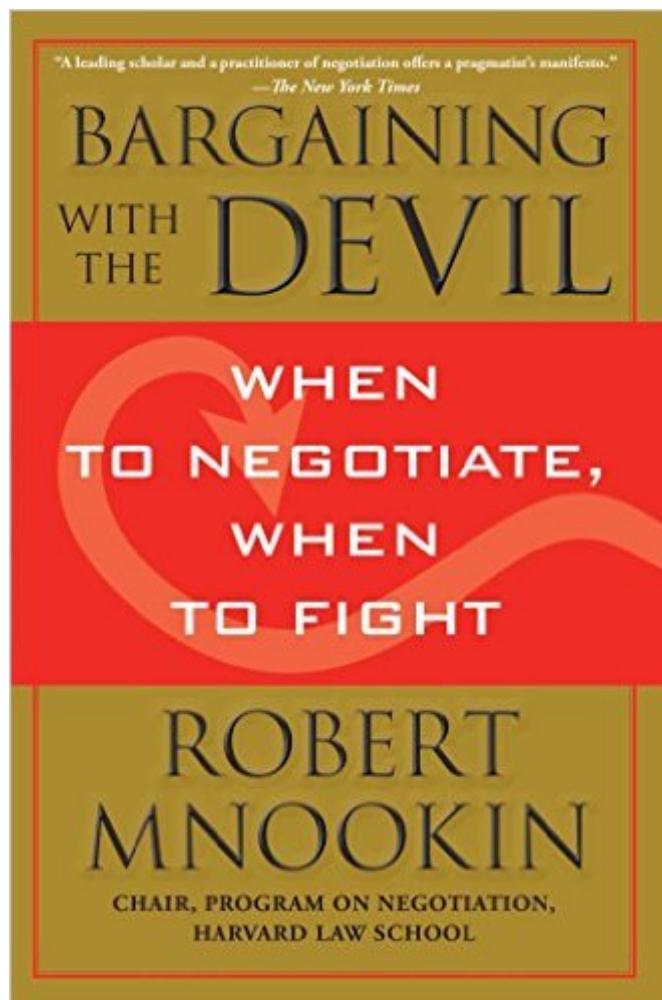


The book was found

Bargaining With The Devil: When To Negotiate, When To Fight



Synopsis

The art of negotiationâ "from one of the countryâ "TMs most eminent practitioners and the Chair of the Harvard Law Schoolâ "TMs Program on Negotiation. One of the countryâ "TMs most eminent practitioners of the art and science of negotiation offers practical advice for the most challenging conflictsâ "when you are facing an adversary you donâ "TMt 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 lifeâ "TMs most challenging conflicts.

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Customer Reviews

Have you ever fought with someone you thought was evil? Ever felt betrayed by a friend, a family member, a business partner? In these situations, emotions are fundamentally intertwined with any decision to negotiate; in fact, the very act of negotiation may attack one's identity. Moral righteousness is a powerful thing, and notions of right and wrong/good and evil can drive people to forgo negotiation even when it would be in their best interests. This is the struggle that is explored through the seven real-world scenarios in the book. Mnookin analyzes the difficult decisions in each chapter, delving into the possible alternatives to negotiation, providing creative solutions, and

assessing the decisions made by the parties. The scenarios range from the harrowing ordeal of negotiating with Nazis to save Jewish lives, to the bitterness of a divorce settlement - all with the common thread of scrutinizing the seemingly impossible task of knowing when to engage and when to refuse (my favorite chapter in particular is the one that focuses on Nelson Mandela's decision to negotiate with the National Party). The book reads like a novel - each story is unique, gripping, and monumental in its own way, yet Mnookin's writing makes them easily accessible to the reader. I found myself completely immersed into each situation (for example, I still cannot decide whether I would have ever negotiated with the KGB). It also provides a critical lens to analyze how to deal with other "evil" actors, such as terrorist regimes, etc. Decisions to negotiate are everywhere.

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