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The Negotiator's Fieldbook: The Desk Reference for the Experienced Negotiator

By Andrea Kupfer Schneider, Christopher Honeyman



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Edited by Andrea Kupfer Schneider and Christopher Honeyman and featuring 80 contributors, The Negotiator's Fieldbook is the most comprehensive book on negotiation available. And the concept that everybody negotiates is increasingly accepted as wisdom. A world in which small manufacturers find their customers and their suppliers on the far side of the globe, in which lifetime stability of employment has been replaced by successive negotiation for new jobs, and in which prenuptial agreements and mediated divorces flank a noticeable percentages of marriages, makes the fact of continuous negotiation more and more obvious. This book pulls together the relevant ideas on negotiation from law, psychology, business, economics, cultural studies and a dozen other fields to provide a context for successful negotiation.



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Editorial Review

Review

...excellent and diverse.....This volume achieves the ABA Section of Dispute Resolution's goal of providing an advanced working tool for experienced negotiators and mediators.....Over 700 pages of muscle and connective tissue are organized into six sections and 80 chapters, allowing a reader to zero in on specific areas of interest.....Important insights and thoughtful views abound in this.....superb work. -- *Joe Epstein, Secretary/Treasurer, International Academy of Mediators; President, Conflict Resolution Services, Inc., Denver, and former President, Colorado Trial Lawyers Association, International Academy of Mediators' Mediation Newsletter*

I picked up the Fieldbook at 12:25 AM, intending to skim the table of contents before heading for bed. Yet, here I sit at 4:47 AM...hooked, completely hooked. This provocative, thoroughly engrossing cornucopia of negotiation theories, practical experiences, empirical findings, and insightful observations comes from the only place that it could--a diverse village of accomplished experts wise enough to read each others' work. -- *Robin L. Pinkley, President, International Association for Conflict Management*

In The Negotiator's Fieldbook, Schneider and Honeyman bring together contributions--on diverse and relevant topics--from the foremost scholars in the field. This work belongs on the desk of anyone interested in studying or practicing negotiation and should be read, studied and digested. -- *James Wall, Curators' Professor, School of Business, University of Missouri*

The Fieldbook will certainly frame, for the time to come, the debates on what should be included in the curricula...of negotiation studies...All (the Fieldbook's) contributions make excellent reading...highly recommended to any serious student...May this excellent book find its way to the desks of as many readers as possible, not only in the United States. -- *Dr. Franz Cede, Head of Austrian Mission to NATO; previously, Ambassador of Austria to the Russian Federation, PINPoints, May 2007*

This book belongs on the bookshelf directly behind a negotiator's desk chair. It will quickly become worn with use. -- *David Matz, Partner, The Mediation Group*

This book provides the most comprehensive coverage of negotiation practice by far--a truly multi-disciplinary compendium that touches all aspects of negotiating transactions and resolving conflicts. Teachers, students, and practitioners of negotiation will all find this an invaluable reference. -- *Laurie R. Weingart, Professor of Organizational Behavior, Tepper School of Business, Carnegie Mellon University*

About the Author

Andrea Kupfer Schneider is Assistant Professor of Law at Marquette University Law School. She is the co-author of *Coping with International Conflict* (1997) and *Beyond Machiavelli: Tools for Coping with Conflict* (1994).

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