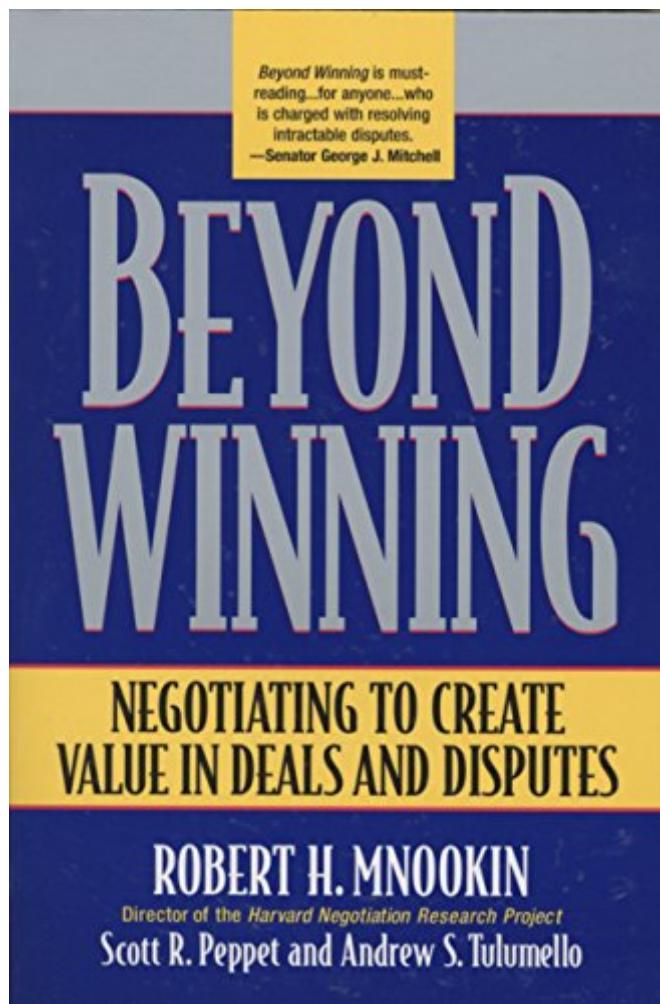


The book was found

Beyond Winning



Synopsis

Conflict is inevitable, in both deals and disputes. Yet when clients call in the lawyers to haggle over who gets how much of the pie, traditional hard-bargaining tactics can lead to ruin. Too often, deals blow up, cases don't settle, relationships fall apart, justice is delayed. Beyond Winning charts a way out of our current crisis of confidence in the legal system. It offers a fresh look at negotiation, aimed at helping lawyers turn disputes into deals, and deals into better deals, through practical, tough-minded problem-solving techniques.

Book Information

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Customer Reviews

Written for lawyers but something everyone involved with negotiation should read. Through his remarkable use of words metaphors and examples, Mr. Mnookin takes a potentially difficult process and humanizes it so that lawyer and layman, alike, can easily digest and employ the content.

This is an excellent modern review and extended application of the principles included in the popular Getting To Yes. I am a lawyer, and this is the book we used in the PIL (for Lawyers) at the

Program of Negotiation in Harvard. After reading it, I kept it for regular and constant reviews. It is a MUST if you are interested in developing your negotiation knowledge and skills. In my opinion, this is definitively Robert H. Mnookin's best book yet in the negotiation field.

This is one of the best I ever had, Not expensive and it arrives early thank you for this

Wonderful text on negotiation and its role in alternative dispute resolution.

Great

Interesting well written book well laid out and a good instructional text. Can be too detailed but a good read

nice

This is a book that should be read by every lawyer. It offers practical, useful advice for an approach to negotiation that moves above and beyond the game playing and posturing that too often characterizes a negotiation. The book also offers a useful discussion of the issues raised for a lawyer in negotiating on behalf of a client. All in all, this is a must have, must read for any lawyer.

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