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Beyond Winning — Robert H. Mnookin, Scott R. Peppet ...

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They explain that creating value is the key to successful
negotiating. The goal should not be to win the biggest piece
of the pie but to make the pie bigger!"?David Rouse, Booklist

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“[Beyond Winning] rallies all of the [Harvard Negotiation Research Project's] prior gems of wisdom on negotiation around the central theme of creating value. [The book] should be required reading for all lawyers and law students, for all mediators and judges.

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"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.

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Beyond Winning shows a way out of our current crisis of confidence in the legal system. In this step-by-step guide to conflict resolution, the authors describe the many obstacles that can derail a legal negotiation and offer clear, candid advice about ways lawyers can search for beneficial trades, enlarge the scope of interests, improve communication, minimize transaction costs and leave both sides better off than before.

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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

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Charting a way out of our current crisis of confidence in the legal system, "Beyond Winning" offers a fresh look at negotiation, aimed at helping lawyers turn disputes into deals and deals into better deals through practical, tough-minded conflict-resolution techniques. 15 illustrations.

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

We all want to get to yes, but what happens when the other person keeps saying no? How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful

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coworker? In *Getting Past No*, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners. You'll learn how to:

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- Find out what the other side really wants
- Counter dirty tricks
- Use power to bring the other side back to the table
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Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want!

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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,

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community and some of the largest public and private organizations in the United States. Born at the intersection of accessibility, technology, disability, and dispute resolution, the pioneering strategy described in this book has been instrumental in creating a more inclusive digital world for a quarter century. First published by the American Bar Association in 2016, the Second Edition includes new Structured Negotiation win-wins, other new content, and Forewords by Haben Girma, author of the best-selling Haben: The Deafblind Woman Who Conquered Harvard Law and by Susana Sucunza, Basque Country Spain collaborative lawyer and president of the Basque Country Collaborative Law Association. Not just for lawyers, the book offers an effective and path-breaking method to resolve disputes without

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lawsuits, and to lessen the conflict and expense of filed cases. Lawsuits play an important role in moving society forward. But the legal profession ? and the public it serves ? deserve less costly, less stressful, and more cooperative and ethical alternatives. Clients need a forum where stories matter. Would-be defendants need a process that allows them to do the right thing without having to prove there is no problem to begin with.

Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years

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now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and

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secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision

Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

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This companion volume to the negotiation classic Getting to Yes explores the negotiation process in depth and presents case studies, charts, and worksheets for blueprinting and personalized negotiating strategy.

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