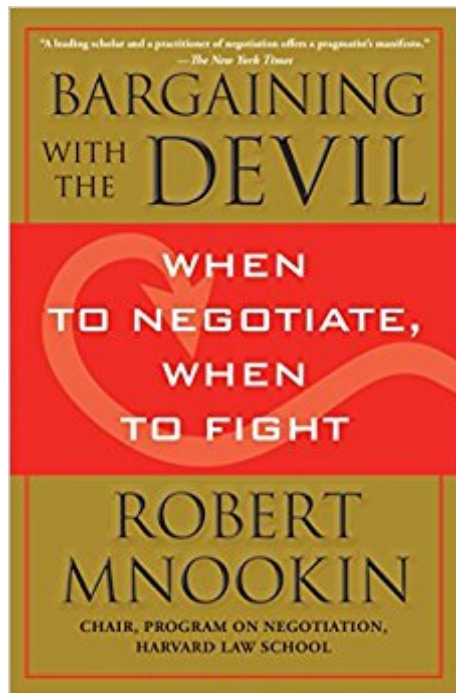




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# **Bargaining With The Devil: When To Negotiate, When To Fight**



## Synopsis

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.

## Book Information

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## Customer Reviews

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.

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. Mnookin for teaching me so much more about this remarkable man than I already knew.

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.

Perhaps I expected more absolute technique rather than an exploration of how an individual or group can cripple the effort of negotiation by demonizing a participant. A good book with interesting insights. Enjoyed the details of the historical examples and felt the author had an interesting humility -- he didn't fall into the error of believing he would have done better simply because he now has historical perspective.

Business books tend to approach subjects in a way that is textbook and not necessarily how things really happen. This one goes a long way towards bridging that gap but does tend to forget that not everything goes according to plan all of the time. The reality of the situation is that negotiating, especially with "The Devil" often requires a much more aggressive approach than what authors wish to advocate.

Very good book. Very useful and brings practical situations. Sometimes the chapters are too long to

describe the context. Could be more direct. But I think it's worthy Reading it

Great examples and analogies that guides you how to negotiate wisely.If you like history it gives you some in it.

Pure logic provided in this book - all based on the interpretation and perspective of the observer / actor. This book gives much to ponder. It asks you to think.

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