



# THE NEGOTIATOR'S FIELDBOOK

Editors: Andrea Kupfer Schneider and Christopher Honeyman

*The Negotiator's Fieldbook* is an ambitious effort to capture the full range of new knowledge about negotiation. This book features eighty contributing authors with many different kinds of practical and academic expertise. For teachers, the *Fieldbook* pulls together in readable, short chapters the relevant ideas on negotiation from law, psychology, business, economics, cultural studies and a dozen other fields which have not previously been available in any single textbook. For practitioners — lawyers and others alike — the ABA believes *The Negotiator's Fieldbook* will immediately be recognized as *the foremost reference work in the field*.

**Andrea Kupfer Schneider** is a Professor of Law at Marquette University Law School in Milwaukee, Wisconsin.

**Christopher Honeyman** is president of Convenor Conflict Management, a consulting firm based in Madison, Wisconsin and Washington, DC.

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"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 re-placed by successive negotiation for new jobs, and in which prenuptial agreements and mediated divorces flank a noticeable percentage of marriages, makes the fact of continuous negotiation more and more obvious. On a larger level, those who advance concepts of peace-building either as a matter of morality and the human spirit, or as a matter of political will that "peace must be waged," increasingly recognize that the work of peacemaking requires negotiation at many levels. In many other settings, there is growing understanding that negotiation can help achieve the maximum results with the minimum long-term cost." – from the introduction

What others are saying...

*"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, Associate Professor of Strategy and Entrepreneurship,  
Cox School of Business, Southern Methodist University  
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

*"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."*

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# THE NEGOTIATOR'S FIELDBOOK

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