

The Negotiator's Fieldbook: The Desk Reference for the Experienced Negotiator is a must have for scholars and practitioners. Its strength is the diversity of authors and ways of approaching negotiation across disciplines, conditions, and cultures. For the military, it is central to what the Nation requires and expects. Military professionals are expected to operate and produce good results across the spectrum of operations that includes stability and reconstruction operations. Second, the military must know how to negotiate with local and informal leaders in myriad cultural contexts. Third, there are many organizations, to include non-governmental organizations, international organizations, and regional organizations that are working to help societies rebuild or cope in many areas of the world where states are failing or just too weak to provide basic necessities. The military often finds itself among these organizations in such places, and by acknowledging and harnessing the collective expertise of many of these organizations, more can be done to bring peace and stability.

To be successful, military leaders and strategists must understand the roots of conflict and the different organizations that can provide important expertise. That said, there is no one-size fits all approach, but by using multiple lenses, theorists and practitioners together will help identify blind spots that have hindered progress in the past. This *Fieldbook* provides the necessary tool to advance both the work in the field and theory development. I highly commend this book to all who are seriously committed to peaceful resolution and a better world.

Note: These views represent the views of the endorser and not the Department of Defense, Department of the Army, or West Point.

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Colonel Cindy R. Jebb is Professor and Deputy Head in the Department of Social Sciences, U.S. Military Academy (West Point.) She teaches courses in Comparative Politics, International Security, Cultural Anthropology, and Terrorism and Counterterrorism. Colonel Jebb has served in numerous command and staff positions in the United States and overseas, to include tours with the 1st Armored Division, III Corps, and the National Security Agency. Before reporting to the United States Military Academy, she served as the Deputy Commander of the 704th Military Intelligence Brigade, which supported NSA. During 2000-2001, she served as USMA Fellow at the Naval War College (2000-2001), where she taught the graduate-level course on Strategy and Force Planning. She has two books published in 2004: *Bridging the Gap: Ethnicity, Legitimacy, and State Alignment in the International System*, (Lexington Publisher) and *Mapping Macedonia: Idea and Identity*, co-authored with P.H. Liotta (Praeger Publisher). *The Fight for Legitimacy: Democracy Versus Terrorism* (co-authored with P.H. Liotta, Thom Sherlock, and Ruth Beitler) is due out in 2006. Colonel Jebb received a Ph.D. in Political Science from Duke University in 1997, a MA in Political Science from Duke in 1992, an MA in National Security and Strategic Studies from the Naval War College in 2000, and a BS from the United States Military Academy in 1982.