

# The Negotiator's Fieldbook

Andrea Kupfer Schneider, Christopher Honeyman,  
Editors

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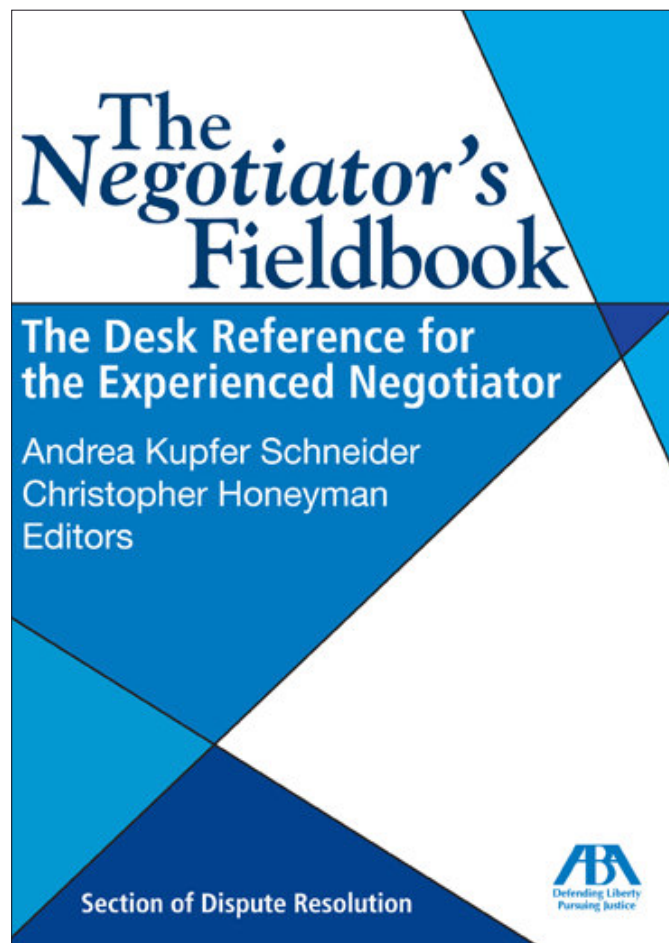
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## The Negotiator's Fieldbook

The Desk Reference for the Experienced Negotiator

Andrea Kupfer Schneider, Christopher Honeyman, Editors

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Section of Dispute Resolution, Washington, DC

1.8%." The percentage may be higher in Europe although, there too, out-of-court settlements are on the rise, especially in the field of family law. If need be, the Fieldbook is a testimony to the growing importance of dispute settlement through negotiation. The relevance of negotiations as a way to resolve legal disputes may have been the primary motivation for the American Bar Association and its section of dispute resolution to lend their support to the project of publishing *The Negotiator's Fieldbook*.

Aside from its merits of stressing the need for a multidisciplinary approach to negotiation and the importance of negotiation in dispute resolution, the Fieldbook will certainly frame, for the time to come, the debates on what should be included in the curricula of academic institutions in the field of negotiation studies. The editors take the view that a "canon of negotiation" begins to emerge, implying that teaching and textbooks have to take a comprehensive and multidisciplinary approach embracing the process of negotiation in its entirety, drawing from the many fields which have contributed to the collective understanding of negotiation.

The book contains 80 articles written either by widely acknowledged academics, younger talented researchers, or by professionals with proven qualifications as negotiators. The list of names is impressive. Rather than citing and singling out any of the authors, the summary of contents listing the titles and all contributors is attached to this review. The voluminous book (768 pages) is divided into six major chapters addressing such a great variety of important subjects that one may get easily lost in the maze. This remark is not meant as a criticism but rather as advice to readers: *The Negotiator's Fieldbook* is not the kind of book you might be able to read overnight from the beginning to the end. It will rather be consulted as a reference book, in the best sense of the term, on each subject of interest. All contributions make excellent reading. The innovative Fieldbook can be highly recommended to any serious student of modern negotiation research.

A final remark: if the reviewer had two wishes to express, these would be the following: May this excellent book find its way to the desks of as many readers as possible, not only in the United States. Second, may a new edition of this important publication contain even more contributions from the non-Western world. The global impact of the emerging canon of negotiations would thus be even greater. On the whole, the editors and authors are to be congratulated for this outstanding result of their research project.

Franz Cede

If one had to condense the main message of *The Negotiator's Fieldbook*, edited by A. Kupfer Schneider and Ch. Honeyman, into just two sentences this reviewer would pick out the following ones: 1. "Negotiation can help achieve the maximum results with the minimum long-term cost"; 2. "Fractionation is the opposite of what is so desperately needed."

The first proposition constitutes the *raison d'être* of the value of negotiation research in general and of this academic discipline in particular. The second statement rightly draws the lesson from what appears to be the main handicap of specialization (i.e. the inability to take a holistic approach to the negotiation process). The Fieldbook, which the editors call a desk reference for the experienced negotiator, is an outgrowth of a long line of research projects sponsored by the Hewlett Foundation. The precursor of the Fieldbook was a series of 25 articles published in the *Marquette Law Review*, Spring 2004. Therein the authors dealt with the need for a truly interdisciplinary "canon of negotiation." The joining of talents with the knowledge and expertise of outstanding academics and practitioners has yet produced another excellent result. *The Negotiator's Fieldbook* stresses the multidisciplinary approach to negotiation theory and practise covering an extraordinarily broad range of issues.

It is much to the credit of the editors that they have highlighted the central place of negotiation as an appropriate mode of dispute resolution. It may come as a surprise to many European readers that in the United States the likelihood "when someone makes a federal case of something, that it will actually go to trial is now all of