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Foreword by Roger Fisher, author of the bestselling Getting to Yes Diagnostic test to help readers determine their own-and their opponent's-negotiating style Lum was named Director of the Center for Negotiation and Dispute Resolution at the University of California Hastings College of Law, the largest law school negotiation center in the country

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Filled with quizzes to reinforce what you've learned, The Negotiation Fieldbook is a complete package with everything you need to enter negotiations with skill and confidence--and create a win-win situation for all. NEW TO THIS EDITION: Analysis of different negotiation styles and situations The fundamentals of ethical negotiating

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The How-to Guide to collaborative negotiation Business and negotiation go hand-in-hand, yet the actual process of conducting a successful negotiation is rarely taught. In the fully revised edition of The Negotiation Fieldbook, you'll find proven strategies for handling each phase of the negotiation process with skill and confidence.

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