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Negotiation How Great

Detailing breakthrough negotiations which brought the Israelis and Palestinians together for the first time in Oslo, built the Gulf War Coalition, ended the great divide between North and South Korea, and terminated the war in Bosnia, the authors employ a compelling narrative and didactic style to explain how to understand and apply sophisticated, field-tested methods of dispute resolution in a variety of situations.

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The seven principles of breakthrough negotiation are:

1) Take an active part in the structure of the situation by getting the right people involved, building coalitions, and focusing the agenda. 2) Learn about the history and context of the conflict and the parties.

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