



The Little Book of Strategic Negotiation (The Little Books of Justice and Peacebuilding Series) (Little Books of Justice & Peacebuilding)

Jayne Seminare Dochert, Howard Zehr

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Most books on negotiation assume that the negotiators are in a stable setting. But what about those far thornier times when negotiation needs to happen while other fundamental factors are in uproarious change—deciding which parent will have custody of their child while a divorce is underway; bargaining between workers and management during the course of a merger and downsizing; or establishing a new government as a civil war winds down. From Docherty's experiences in environmental/public policy negotiations and community development work. A title in The Little Books of Justice and Peacebuilding Series.

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