

Agreeing to meet is not
meeting. But agreeing after
it's begun with meeting
introduces structure.
—Lawrence Sanders, J. Am. Med. Ass.

BEYOND WINNING

NEGOTIATING TO CREATE
VALUE IN DEALS AND DISPUTES

ROBERT H. MNOOKIN

Director of the Harvard Negotiation Research Project

Scott R. Peppet and Andrew S. Tulumello

Beyond Winning Negotiating To Create Value In Deals And Disputes Paperback

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