



## Inventive Negotiation: Getting Beyond Yes

*John L. Graham, Lynda Lawrence, William Hernandez Requejo*

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Steve Jobs used it to cut a better deal with Disney. George Mitchell and Mary Robinson used it to help end a decades-long war in Northern Ireland. And you can use it in your life and work to get better outcomes for years to come. *Inventive Negotiation* is a concrete set of steps that can help build long-term relationships instead of lasting enmity. Lavishly illustrated with real life stories from around the world, plus the latest neuroscience and behavioral economics, this book will show you how to get more than your share of the pie - it gives you the tools to build a pie factory.

Learn what hostage negotiators and clowns have in common. How a teen bested the phone company. What it takes to talk your way into a prison in Bolivia, or out of a terrorist camp in Colombia. Why you need to handle your chairs carefully in Korea. Every example demonstrates a principle perfected by the authors' decades of experience in everything from oil-pipelines to international peace. Once you've learned the art and science of *Inventive Negotiation*, you'll never be satisfied with transactional or integrative bargaining again.

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