

Beyond Winning: Negotiating To Create Value In Deals And Disputes By Robert H. Mnookin



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Observing that today's tough, adversarial legal negotiations preempt mutually beneficial problem solving between parties, Mnookin (director of the Harvard Negotiation

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Beyond Winning Negotiating to Create Value in Deals and Disputes. Beyond Winning shows a way out of our current crisis of confidence in the legal system.

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I. INTRODUCTION Beyond Winning is directed to Negotiating to Create Value in Deals and Disputes. By Robert H. Mnookin, creating and distributing value

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Robert H. Mnookin is His most recent books are Beyond Winning: Negotiating to Create Value in Deals One Response to Robert Mnookin, Chair, PON Executive

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