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The Negotiator's Fieldbook

negotiation research in general and of this academic discipline in particular The second statement rightly draws the lesson from what appears to be the main handicap of specialization (ie the inability to take a holistic approach to the negotiation process) The Fieldbook, which the editors call a desk reference for the experienced negotia-

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Introduction: the Second Generation of Negotiation Teaching

Negotiation Journal, and many of those who had contributed to the Fieldbook We planned a three-year effort under the name "Developing Second Generation Global Negotiation Education Project" The formal start was in May, 2008, at a four-day meeting in Rome This meeting was intended to produce a first set of writings that might serve as a

PIN•Points - Convenor

publish a second edition of the Ne-gotiator's Fieldbook, but its purpose will shift: That volume will become a shorter one, adapted from the larger Desk Reference to include only those writings that are most relevant to law-yers, and with each chapter tailored further to that specific purpose
Approximately 100 people are contrib-

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