

## WHAT PEOPLE ARE SAYING

“A spectacularly useful book! Written and edited by trailblazers in the field of negotiation, *Negotiation Essentials for Lawyers* indeed should be essential reading for every legal professional. The authors translate state-of-the-art research into practical tools for boosting negotiation success. Each chapter is written in concise, accessible language and includes a wonderfully useful section on how to apply the ideas ‘tomorrow.’ But don’t wait until tomorrow to read this book...as a whole new world of negotiation opportunity awaits you today.”

—**Daniel L. Shapiro, Ph.D. (Author of *Negotiating the Nonnegotiable* and director, Harvard International Negotiation Program)**

“*Negotiation Essentials for Lawyers* is an indispensable guide for both practitioners and scholars. It is breathtaking in scope—covering more than fifty facets of negotiation—yet immensely useful and accessible. Schneider and Honeyman accomplish this challenging feat by structuring each contributor’s essay in a uniform format focused on essential kernels of wisdom, but cleverly connected via web links to more detailed discussion in their longer work, *The Negotiator’s Desk Reference*. If you are looking for both best practices and brilliant insights from an all-star line-up of negotiation theorists and practitioners (i.e., not just the “how” but also the “why” of negotiation), this book is it!!”

—**David A. Hoffman, Esq., John H. Watson, Jr. Lecturer on Law, Harvard Law School; mediator and attorney at Boston Law Collaborative, LLC**

“There are many books on negotiation that take on the subject with a degree of complexity and theory. If you want a practical book designed for busy practicing lawyers, *Negotiation Essentials* is the answer. It is unique in setting out in a clear and practical way what lawyers need to know about negotiation. Whether confronting a typical negotiation or a wild, unique scenario, this book provides the tools that you need to handle it in an effective way.”

—**Noah Hanft, Past President, CPR, and co-founder, Acumen ADR LLC**