



# **Bargaining with the Devil: When to Negotiate, When to Fight**

*Robert Mnookin*

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# Bargaining with the Devil: When to Negotiate, When to Fight

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**Bargaining with the Devil: When to Negotiate, When to Fight** Robert Mnookin

The art of negotiation—from one of the country's most eminent practitioners and the Chair of the Harvard Law School's Program on Negotiation.

One of the country's most eminent practitioners of the art and science of negotiation offers practical advice for the most challenging conflicts—when you are facing an adversary you don't trust, who may harm you, or who you may even feel is evil. This lively, informative, emotionally compelling book identifies the tools one needs to make wise decisions about life's most challenging conflicts.

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