CARRIE MENKEL-MEADOW
MICHAEL WHEELER

What's

Ethics for Negotiators



A Publication of the Program on Negotiation at Harvard Law School

# **Whats Fair Ethics For Negotiators**

Carrie Menkel-Meadow, Michael Wheeler

#### **Whats Fair Ethics For Negotiators:**

What's Fair Carrie Menkel-Meadow, Michael Wheeler, 2004-03-29 What's Fair is a landmark collection that focuses exclusively on the crucial topic of ethics in negotiation Edited by Carrie J Menkel Meadow and Michael Wheeler What s Fair contains contributions from some of the best known practitioners and scholars in the field including Roger Fisher Howard Raiffa and Deborah Kolb The editors and distinguished contributors offer an examination of why ethics matter individually and socially and explain the essential duties and values of negotiation beyond formal legal requirements Throughout the book these experts tackle difficult questions such as What do we owe our counterparts if anything in the way of candor or disclosure To what extent should we use financial or legal pressure to force settlement Should we worry about whether an agreement is fair to all the parties or the effects our negotiated agreements might have on others 3rd International Conference on Lifelong Education and Leadership for ALL-ICLEL 2017 Prof. Dr. Paulo Alberto da SILVA PEREIRA, 2018-12-27 Copyright 2017 ICLEL Conferences All rights reserved by ICLEL Conferences What's Fair Carrie Menkel-Meadow, Michael Wheeler, 2004-03-15 What's Fair is a landmark collection that focuses exclusively on the crucial topic of ethics in negotiation Edited by Carrie Menkel Meadow and Michael Wheeler What's Fair contains contributions from some of the best known practitioners and scholars in the field including Roger Fisher Howard Raiffa and Deborah Kolb The editors and distinguished contributors offer an examination of why ethics matter individually and socially and explain the essential duties and values of negotiation beyond formal legal requirements Throughout the book these experts tackle difficult questions such as What do we owe our counterparts if anything in the way of candor or disclosure To what extent should we use financial or legal pressure to force settlement Should we worry about whether an agreement is fair to all the parties or the effects our negotiated agreements might have on others Praise for What's Fair The assumption has long been made that even the most ethical of us will cheat during a negotiation This book What's Fair finally pulls together some of the most important papers dealing with this assumption into a single badly needed volume This is a book that should be read by everyone who negotiates or who cares about ethics Which is to say all of us David M Messick Morris and Alice Kaplan Professor of Ethics and Decision in Management and co director Ford Center for Global Citizenship Kellogg School of Management Northwestern University What's Fair is a long awaited treasure a definitive book of readings on the full universe of questions about ethics in negotiation introduced and tied together with helpful essays and explanations by the editors This book is essential reading for everyone in law and business who is concerned about the ethics of negotiation Gerald R Williams professor of law Brigham Young University Carrie Menkel Meadow and Michael Wheeler have written an important book on a topic long in need of analysis the ethical responsibility of negotiators Lawrence S Bacow president Tufts University Carrie Menkel Meadow and Michael Wheeler are at the forefront of scholarship and practice in negotiation What s Fair is requisite for anyone desiring to be informed on negotiation and intent on doing the right thing James F Henry

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**Negotiation: Processes for Problem Solving**, *The Art of Negotiation* Michael Wheeler,2013-10-08 A member of the world renowned Program on Negotiation at Harvard Law School introduces the powerful next generation approach to negotiation For many years two approaches to negotiation have prevailed the win win method exemplified in Getting to Yes by Roger Fisher William Ury and Bruce Patton and the hard bargaining style of Herb Cohen's You Can Negotiate Anything Now award winning Harvard Business School professor Michael Wheeler provides a dynamic alternative to one size fits all strategies that don't match real world realities The Art of Negotiation shows how master negotia tors thrive in the face of chaos and uncertainty They don't trap themselves with rigid plans Instead they understand negotiation as a process of exploration that demands ongoing learning adapting and influencing Their agility enables them to reach agreement when

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