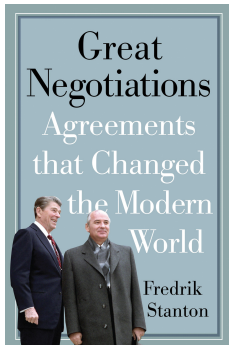


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GREAT NEGOTIATIONS EBOOKS 2019



Author: Fredrik Stanton

Release Date: Expected @@expectedReleaseDate@@

In a time when negotiations, both great and small, continue to shape our world, this book provides an excellent opportunity to learn from the past and understand the present. Kofi Annan, Nobel Peace Prize Winner and former Secretary General of the United States

A thought-provoking, informative book, highly recommended for all readers interested in international affairs. Library Journal

For anyone with an interest in diplomacy and political history, Stanton's book is both entertaining and informative. Foreign Policy Watch

Every professional concerned with dispute resolution and every student of negotiation has much to learn from Fredrik Stanton's lively stories of eight history-shaping negotiations.

--Robert H. Mnookin, Chair Program on Negotiation, Harvard Law School

An excellent introduction into some of the great triumphs and failures of modern diplomacy. Seattle Post-Intelligencer

An interesting, informative study well worth reading and pondering. American Diplomacy

Stanton deftly illustrates that the power of haggling can easily rival that of any army or warhead. Roll Call

Exhaustive research and careful thought have enabled Stanton to employ an extraordinary writing talent to produce a contribution to history and a source of enjoyable reading. New York Law Journal

Stanton brings back to life both famous and some long forgotten personalities in the history of major American, European, and Asian negotiations. He persuasively makes his case for the importance of negotiators and negotiations both when wars can be kept from beginning and when wars end. He weaves in deft descriptions of the personal strengths and foibles of negotiators and homes in on the ability of the best to improvise when maneuvering on unfamiliar terrain. Ambassador Richard W. Murphy, Council on Foreign Relations

Words as much as weapons have shaped the course of history. Whether to avert, resolve, assist, or secure the outcome of a conflict, diplomacy in the modern age has had great triumphs and bitter failures, from the Cuban Missile Crisis in 1962, which narrowly spared humanity from a nuclear Armageddon, to the Treaty of Versailles after World War I, which created problems that still confront us today. Drawing on primary sources, transcripts, and interviews, Great Negotiations: Agreements that Changed the Modern World tells the stories of eight key episodes in modern diplomacy. From Benjamin Franklin securing crucial French support for the American revolution to Reagan and Gorbachev laying the groundwork to eliminate an entire class of nuclear weapons, Fredrik Stanton explains what each party brought to the negotiating table, the stakes, the obstacles to success, and how they were overcome.

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