

# **Beyond Winning Negotiating Create Disputes**

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and Disputes Paperback – 15 April 2004 by Robert H Mnookin (Author), Scott R Peppet (Author), Andrew S Tulumello (Author), 4.5 out of 5 stars 32 ratings See all formats and editions

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Beyond Winning shows a way out of our current crisis of confidence in the legal system. In this step-by-step guide to conflict resolution, the authors describe the many obstacles that can derail a legal negotiation and offer clear, candid advice about ways lawyers can search for beneficial trades, enlarge the scope of interests, improve communication, minimize transaction costs and leave both sides better off than before.

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relationships fall apart, justice is delayed.

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*Beyond Winning* – Robert H. Mnookin, Scott R. Peppet, Andrew S. Tulumello – Google Books The section first covers how to establish a client-centered, winning relationship that supports informed choices on the part of the client and autonomy for client and lawyer.

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*Beyond Winning* charts a way out of our current crisis of confidence in the legal system. It offers a fresh look at negotiation, aimed at helping lawyers turn disputes into deals, and deals into better deals, through practical, tough-minded problem-solving techniques.

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Beyond Winning charts a way out of our current crisis of confidence in the legal system. It offers a fresh look at negotiation, aimed at helping lawyers turn disputes into deals, and deals into better deals, through practical, tough-minded problem-solving techniques.

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