



Great Negotiations: Agreements That Changed the Modern World

By Fredrik Stanton

Westholme Publishing. Paperback. Book Condition: New. Paperback. 304 pages. Dimensions: 9.2in. x 6.0in. x 1.0in.ln 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, Stantons 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 Stantons 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 CallExhaustive 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...



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