

## BOOK REVIEW

Reviewed by James R. Coben

### The Negotiator's Fieldbook

Andrea Kupfer Schneider and Christopher Honeyman, Editors  
American Bar Association (2006), 800 pages, \$79.95

Most readers are familiar with hyperbole in book introductions. So, when *The Negotiator's Fieldbook* begins with the editors' claim that "we believe you will find here the most comprehensive available reference work on negotiation", you might be skeptical. When the editors' introduction continues with the promise that their 800-page reference work also will be "a working tool that can help you figure out quickly what went wrong in yesterday's meeting, and how to fix it in tomorrow's follow-up", your initial skepticism might turn to disbelief. When was the last time 800 pages of anything was a practical working tool, let alone a quick one? In fact, this outstanding compilation

delivers exactly what the editors promise and much, much more. It is an absolute must-have reference and working tool for anyone serious about the field of conflict resolution. Here's why:

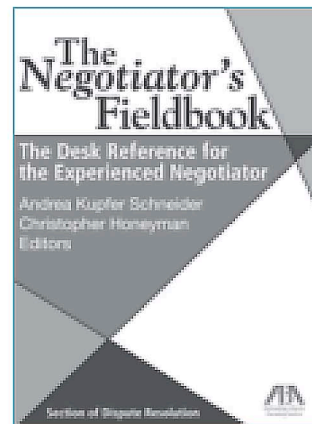
First, the *Fieldbook* convincingly lays out a thesis that there is an emerging multi-disciplinary "canon of negotiation." The 80 short chapters provide a rich and staggeringly diverse set of perspectives on the contemporary science of negotiation. Authors include social psychologists, urban planners, police officers, professors of management, law, business, genetics and international relations, as well as judges and experienced conflict resolution practitioners whose contributions directly relate theory to practice.

Whether you are a newcomer to negotiation theory or a seasoned bargainer and teacher/trainer, there is ample material to pique your interest.

Second, the *Fieldbook's* annotated table of contents is the best you will encounter. Each chapter is introduced by editors' notes succinctly summarizing the chapter theme. These notes often contain helpful cross references between chapters, providing an extremely efficient map to useful resources for addressing any particular negotiation challenge.

Third, each individual chapter is concise, well-written and footnoted just enough to provide a path for the reader to find out more. In other words, this massive compilation is easily digested in small, insightful bites.

With such a wonderful guide, it is easy to join the battle against "fractionation," which is what editors Andrea Kupfer Schneider and Christopher Honeyman aptly label



as "the opposite of what is most needed: continuous improvement in everyday understanding of what different disciplines have to contribute to each other's conceptions and to practical skills in negotiation."

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