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# The Negotiation Fieldbook, Second Edition: Simple Strategies to Help You Negotiate Everything (Business Skills and Development)

Grande Lum

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"This is perhaps the most useful book you will ever find."

—From the Foreword by **ROGER FISHER**  
coauthor of **GETTING TO YES**

## THE NEGOTIATION FIELDBOOK



*Simple Strategies to Help  
You Negotiate Everything*

REVISED AND EXPANDED SECOND EDITION

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(Business Skills and Development):

Foreword by Roger Fisher, author of the bestselling *Getting to Yes* Diagnostic test to help readers determine their own- and their opponent's-negotiating style Lum was named Director of the Center for Negotiation and Dispute Resolution at the University of California Hastings College of Law, the largest law school negotiation center in the country