



Coping with International Conflict: A Systematic Approach to Influence in International Negotiation

Roger Fisher, Andrea Kupfer Schneider, Elizabeth Borgwardt, Brian Ganson

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This text combines the clear, concise, proven principles and practice of conflict management from Fisher's bestseller *Getting to Yes* with the newest problem-solving approaches to international relations. Many of the concepts presented grew out of materials Fisher and his colleagues use in their international consulting work to teach problem-solving and conflict management skills to diplomats and heads of state involved in contentious international disputes. Exercises, applications, examples, readings, and anecdotes guide readers through the processes of diagnosing and prescribing approaches to real-world conflicts.



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