



## **Summary: Bargaining With The Devil - Robert Mnookin: When to Negotiate, When to Fight**

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**Complete summary of Robert Mnookin's book: "Bargaining With The Devil: When to Negotiate, When to Fight".**

This summary of the ideas from Robert Mnookin's book "Bargaining With The Devil" shows that in the business world, people and companies are often faced with conflict, and the emotions that surround these can make it hard to stand back and assess the best course of action. For instance, when should one just accept and move on, and when should one negotiate or go straight to warfare? This summary points out a decision-making framework to assist in such situations. It lays out three challenges which you must overcome before making a decision on when to negotiate: 1) Untangle your emotions from the situation, 2) Analyze costs and benefits of negotiating versus other viable alternatives, 3) Address the moral and ethical issues involved in deciding whether to negotiate with an enemy. With this logical summary of Mnookin's book, you will be able to avoid falling into traps and will be able to enter negotiations with confidence that you have enough backing to support your decision.

#### **Added-value of this summary:**

- Save time
- Understand the key concepts
- Increase your business knowledge

**To learn more, read "Bargaining With The Devil" and improve your negotiation skills.**

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