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In a new book, Breakthrough International Negotiation: How Great Negotiators Transformed the World's Toughest Post-Cold War Conflicts, Harvard Business School professor Michael Watkins dissects the art of give-and-take. This excerpt details principles followed by master negotiators. Seven principles of breakthrough negotiation

Breakthrough International Negotiation: How Great ...

Michael Watkins is associate professor of business administration at Harvard Business School, where he teaches negotiation and corporate diplomacy. He also has taught at Harvard's Kennedy School of Government. He is the coauthor of Breakthrough International Negotiation (Jossey-Bass, 2001), Right from the Start (1999), and Winning the Influence Game (John Wiley & Sons, 2001).

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Prior to joining IMD, Dr. Watkins was an associate professor at the Harvard Business School and the Kennedy School of Government at Harvard. While on the faculty of these institutions, he designed and taught world-class programs for high-potential leader development, corporate diplomacy, and strategic negotiation.

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The breakthrough occurred with Oslo when the two sides, just by entering negotiations, acknowledged each others existence as a political fact. Similarly, when the United States sat down to discuss nuclear proliferation with the North Koreans, the real drama was over and North Korea had won.

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About Michael Watkins Michael Watkins is an associate professor of business administration at Harvard Business School, where he teaches courses on negotiation and corporate diplomacy. He has also taught at Harvard's Kennedy School of Government. He is the coauthor of Right from the Start and Winning the Influence Game.

Breakthrough International Negotiation : Michael Watkins ...

Michael D. Watkins is a Canadian-born author of books on leadership and negotiation. He is Professor of Leadership and Organizational Change at the International Institute for Management Development in Switzerland. Watkins studied electrical engineering at the University of Waterloo and business and law at the University of Western Ontario.

Michael D. Watkins - Wikipedia

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