What's Fair. Ethics for Negotiators

Description: What's Fair is a landmark collection that focuses exclusively on the crucial topic of ethics in negotiation. Edited by Carrie Menkel-Meadow and Michael Wheeler, What's Fair contains contributions from some of the best-known practitioners and scholars in the field including Roger Fisher, Howard Raiffa, and Deborah Kolb. The editors and distinguished contributors offer an examination of why ethics matter individually and socially, and explain the essential duties and values of negotiation beyond formal legal requirements. Throughout the book, these experts tackle difficult questions such as:
- What do we owe our counterparts (if anything) in the way of candor or disclosure?
- To what extent should we use financial or legal pressure to force settlement?
- Should we worry about whether an agreement is fair to all the parties, or the effects our negotiated agreements might have on others?

Praise for What's Fair

"The assumption has long been made that even the most ethical of us will cheat during a negotiation. This book, What's Fair finally pulls together some of the most important papers dealing with this assumption into a single, badly needed volume. This is a book that should be read by everyone who negotiates or who cares about ethics. Which is to say, all of us."
David M. Messick, Morris and Alice Kaplan Professor of Ethics and Decision in Management and co-director, Ford Center for Global Citizenship, Kellogg School of Management, Northwestern University

"What's Fair is a long-awaited treasure - a definitive book of readings on the full universe of questions about ethics in negotiation, introduced and tied together with helpful essays and explanations by the editors. This book is essential reading for everyone in law and business who is concerned about the ethics of negotiation."
Gerald R. Williams, professor of law, Brigham Young University

"Carrie Menkel-Meadow and Michael Wheeler have written an important book on a topic long in need of analysis: the ethical responsibility of negotiators."
Lawrence S. Bacow, president, Tufts University

"Carrie Menkel-Meadow and Michael Wheeler are at the forefront of scholarship and practice in negotiation. What's Fair is requisite for anyone desiring to be informed on negotiation and intent on doing the right thing."
James F. Henry, president emeritus, CPR Institute for Dispute Resolution

"Few professional endeavors are as ethically polarized as negotiation. This comprehensive volume offers theoretical and practical insights on how negotiators can do good at the same time as they do well for themselves and their clients."
Paul Brest, president, William and Flora Hewlett Foundation and former dean, Stanford Law School

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