

## 3 D Negotiation Powerful Tools To Change The Game In Your Most Important Deals

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In "3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals" by David A. Lax and James K. Sebenius, the authors observe that most negotiators think in one dimension comprised of two mutually exclusive strategies, win-win or win-lose.

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### 3-D Negotiation: Powerful Tools to Change the Game in Your ...

Summary of "3-D Trading - Powerful Tools to Change the Game in Your Most Important Deals": Many negotiators focus only on one aspect of trading: tactics, as do many books and courses on the subject; this book goes further by adding two additional dimensions: the deal design — the art and science of reaching agreements that have lasting value — and the setup — the art and the way of putting in place the best possible negotiation situation.

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Before showing up at a bargaining session, 3-D Negotiators ensure that the right parties have been approached, in the right sequence, to address the right interests, under the right expectations,...

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1. Overview : 3-D negotiation in a nutshell; 1. Negotiate in three dimensions; 2. Do a 3-D audit of barriers to agreement; 3. Craft a 3-D strategy to overcome the barriers; Pt. 2. Set up the right negotiation : "away from the table" 4. Get all the parties right; 5. Get all the interests right; 6. Get the no-deal options right; 7.

### **3-D negotiation : powerful tools to change the game in ...**

3-D Negotiation Powerful Tools to Change the Game in Your Most Important Deals David Lax & James Sebenius A path-breaking introduction to the "three dimensions" of complex negotiated deal-making: table tactics, deal design, and the crucial but often overlooked dimension of setup This product is available for purchase at Amazon.com.

### **3-D Negotiation - PON - Program on Negotiation at Harvard ...**

3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals (HBS Press; September 26, 2006) is negotiation experts David Lax and James Sebenius new book which takes negotiation to a whole new level: the third dimension.

### **3D Negotiation**

3-D negotiation: powerful tools to change the game in your most important deals I by David A. Lax and James K. Sebenius. p.cm. ISBN 1-59139-799-5 (alk. paper) 1. Negotiation in business. I. Title: Three-D negotiation. II. Sebenius, James K., 1953-III. Title. HD58.6.L388 2006 658.4'052-dc22 2006007901

### **Negotiation Powerful Tools to Change the Game**

Summary of 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals By David Lax and James K. Sebenius Summary written by Brett Reeder, Conflict Research Consortium Citation: Lax, David A. & Sebenius, James K., 2006, 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals, Harvard Business School Press, Boston, MA Summary Lax and Sebenius introduce a cognitive frame and a comprehensive set of processes referred to as "3D negotiation," which ...

### **Summary of "3D Negotiation: Powerful Tools to Change the ...**

Title: 3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals; Author(s): David A. Lax, James K. Sebenius; Release date: September 2006; Publisher(s): Harvard Business Review Press; ISBN: 9781591397991

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### **3-d Negotiation: Powerful Tools to Change the Game in Your ...**

In a 3-D negotiation, you learn to ensure that the right parties are dealing with the right issues, in the right sequence, facing the right walkaway options - and at the right table, which you have set. The 3-D approach recognizes that great negotiators need to be armed with more than just negotiation tactics and negotiation skills. They also need to know how to set up the right negotiation.

### **3-D Negotiation Strategy - PON - Program on Negotiation at ...**

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Powerful Tools to Change the Game in Your Most Important Deals. By: ... In 3-D Negotiation, David Lax and James Sebenius urge bargainers to look beyond tactics at the table. Persuasive tactics are only the "first dimension" of the authors' path-breaking approach, developed from their decades of doing deals and analyzing great dealmakers. ...

### **3-D Negotiation by David A. Lax, James K. Sebenius ...**

JAMES K. SEBENIUS specializes in analyzing and advising on complex negotiations. He holds the Gordon Donaldson Professorship of Business Administration at Harvard Business School. In 1993, he took the lead in the School's decision--unique among major business schools--to make negotiation a required course in the MBA Program and to create a Negotiation Unit (department) which he headed for ...

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