



# **Breakthrough International Negotiation: How Great Negotiators Transformed the World's Toughest Post-Cold War Conflicts**

*Michael Watkins, Susan Rosegrant*

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This fascinating and instructive book offers a revealing, blow-by-blow description of secret, headline-making negotiations in the Middleast, Korea, Africa, and Bosnia, as well as an invaluable guide to conducting such a difficult process of tremendous practical application to a wide variety of conflict resolution professionals.

Based on extensive interviews and research with key players at the highest level, this book not only tells some incredibly dramatic stories but shows how to use these demonstrated strategies, skills, improvisational interventions and other techniques. Detailing breakthrough negotiations which brought the Israelis and Palestinians together for the first time in Oslo, built the Gulf War Coalition, ended the great divide between North and South Korea, and terminated the war in Bosnia, the authors employ a compelling narrative and didactic style to explain how to understand and apply sophisticated, field-tested methods of dispute resolution in a variety of situations.

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