

The Leader's Guide To Negotiation: How To Use Soft Skills To Get Hard Results

The next book in the 2020 alternative reading list is "The Leader's Guide To Negotiation: How To Use Soft Skills To Get Hard Results" by Simon Horton. The book, published by the Financial Times imprint of Pearson Publishing, is in its first edition.

This book tackles a very practical subject - negotiation - that is crucial for all lawyers. But while it is more of a textbook than the other books on this reading list, it is written in a very relaxed and entertaining style that makes it very accessible to law students and the general public alike. The author emphasizes the importance of adopting a win-win philosophy in negotiations, and carefully works through all aspects of a negotiation in order to demonstrate why it is best for all parties to feel that they can come away from a negotiation feeling as if everyone got what they needed. Although the common perception of lawyers is that they litigate everything, the reality is that almost all lawyers engage in negotiations on almost a daily basis, making ability in negotiation one of the most important skills a lawyer can have.

This book was selected by Professor Elizabeth August. Professor August's bio on the College of Law's website tells us that "[p]rior to joining the law faculty, Professor August practiced law in Syracuse, both as a sole practitioner and with the firm of Bond, Schoeneck & King, LLP.

A graduate of Syracuse University College of Law, where she served as Lead Articles Editor of the Syracuse Law Review, she has practiced in the areas of education, business, and corporate law. Her clients included large corporations as well as small businesses and not-for-profit agencies. In addition to teaching traditional legal writing, Professor August also teaches transactional drafting and negotiation courses."

A list of focus questions designed to help you get the most out of "The Leader's Guide To Negotiation" is available as a separate document.