



David A. Lax
James K. Sebenius

HARVARD BUSINESS SCHOOL PRESS

Table of Contents

[Praise](#)

[Title Page](#)

[Copyright Page](#)

[Introduction](#)

Part One - Overview

[Chapter One - Negotiate in Three Dimensions](#)

[Chapter Two - Do a 3-D Audit of Barriers to Agreement](#)

[Chapter Three - Craft a 3-D Strategy to Overcome the Barriers](#)

Part Two - Set Up the Right Negotiation

[Chapter Four - Get All the Parties Right](#)

[Chapter Five - Get All the Interests Right](#)

[Chapter Six - Get the No-Deal Options Right](#)

[Chapter Seven - Get the Sequence and Basic Process Choices Right](#)

Part Three - Design Value-Creating Deals

[Chapter Eight - Move “Northeast”](#)

[Chapter Nine - Dovetail Differences](#)

[Chapter Ten - Make Lasting Deals](#)

[Chapter Eleven - Negotiate the Spirit of the Deal](#)

Part Four - Stress Problem-Solving Tactics

[Chapter Twelve - Shape Perceptions to Claim Value](#)

[Chapter Thirteen - Solve Joint Problems to Create and Claim Value](#)

Part Five - 3-D Strategies in Practice

[Chapter Fourteen - Map Backward to Craft a 3-D Strategy](#)

[Chapter Fifteen - Think Strategically, Act Opportunistically](#)

[Authors' Note](#)

[Notes](#)

[Index](#)

[About the Authors](#)