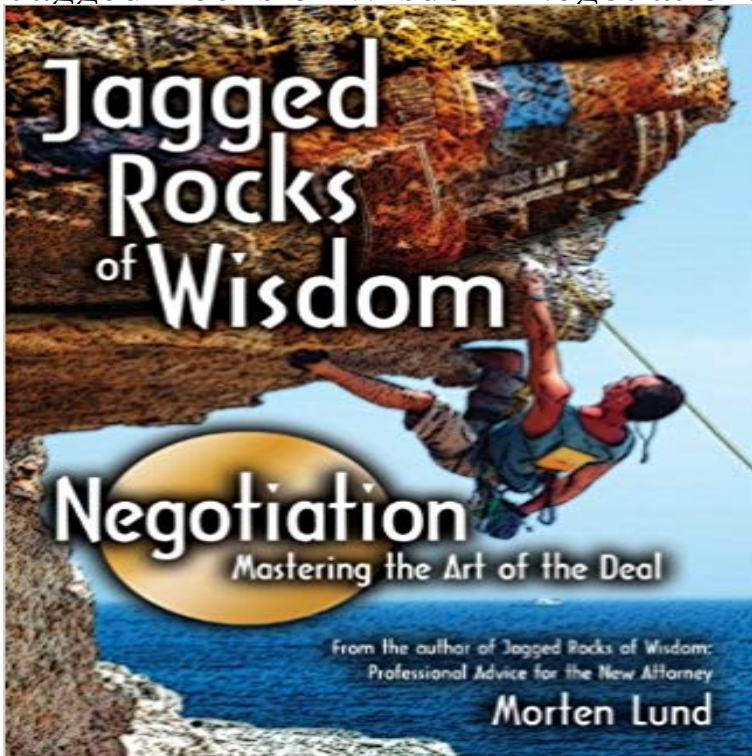


Jagged Rocks of Wisdom-Negotiation: Mastering the Art of the Deal



Morten Lund breaks the process of negotiation into 21 Rules. Lund offers a structured framework for negotiation, and explains in concrete steps how to achieve a desired result. Lund explains and applies these Rules with dozens of real-life anecdotes and Pro Tips for immediate use. Highly useful for business leaders, attorneys, and anyone engaged in negotiation--which is nearly all professionals. With more than a decade of experience in law practice at a national law firm, plus years coaching new attorneys, Lund's no-nonsense advice on negotiation is a powerful ally in your corner. Born in Oslo, Norway, Lund is a graduate of Yale Law School and is the author of two earlier books: Jagged Rocks of Wisdom: Professional Advice for the New Attorney and Jagged Rocks of Wisdom: The Memo: Mastering the Legal Memorandum.

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