



The Cartography of Negotiation

Scott Wayne

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Humans are negotiators at our very core. In boardrooms and backrooms, with our coworkers and our competitors, when the stakes are high or low, we are constantly engaged in battles of influence and will. Sometimes we win, sometimes we lose, but whether we like it or not, we're always playing the game. So shouldn't we be better at it? We can be. And *The Cartography of Negotiation* shows us how.

Building on the classic texts on negotiation theory, and informed by hundreds of real-life scenarios, this small book is your essential guide to succeeding in the practice of negotiation. Without buzzwords or jargon--and without an illegible diagram in sight--you will learn how to: shape the dynamics of dialogue, control the physical environment, prepare purposefully for engagement, respond nimbly to unforeseen obstacles, avoid bias, separate positions from interests, and create more value for everyone at the table.

Candid and wry, packed with exercises you will use again and again, and full of insight you will value for years to come, *The Cartography of Negotiation* is for anyone serious about getting better at one of the fundamental exercises of our lives.

Scott Wayne has provided negotiation support at the highest levels of national governments and global business- and at his own company, The Frontier Project, one of the fastest-growing companies in America. A graduate of the London School of Economics and the School of Foreign Service at Georgetown University, he is a sought-after speaker at events and counsel to boardrooms around the world. Learn more at CartographySeries.com

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