

To our students,
in whom we have learned so much

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TO CARL —
ANOTHER SET OF IDEAS

Preface

APRIL 11, 2002

The three authors of this book have been working together on these ideas, at Harvard University and in the real world, for some time. Much of the stimulus for writing them down was an undergraduate course at Harvard entitled Coping with International Conflict (CWIC). Roger, a member of the Law School faculty, taught that course first alone and then with Bruce Patton, who over fifteen years has moved from studying as an undergraduate to teaching as the Thaddeus R. Beal Lecturer on Law. Bruce also serves as the deputy director of the Harvard Negotiation Project, a research activity devoted to improving both ideas about negotiation and their implementation in the world at large.

Liz and Andrea, while students at the Law School, were teaching fellows and section leaders for CWIC, and then each, in turn, served as Head Teaching Fellow for the course. Both before and after obtaining a degree from the Law School, each was active in the Negotiation Project. All three of us have also been involved in the work of the Conflict Management Group, a nonprofit consulting firm set up by some of Roger's former students with his