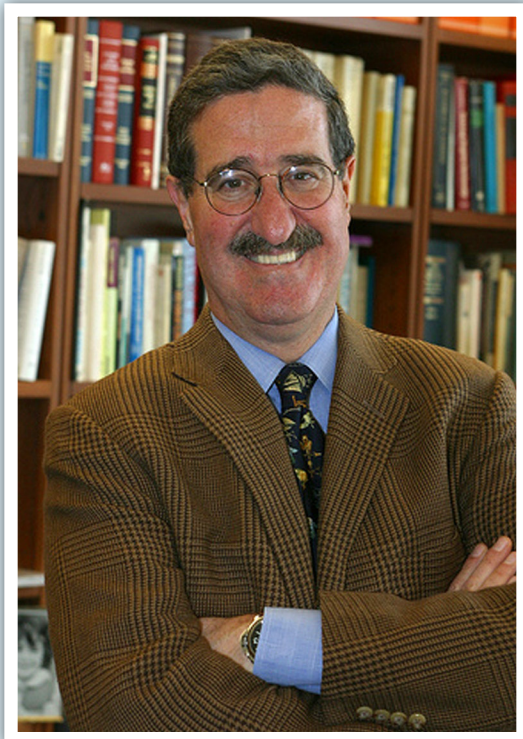


The 2010 Forrest S. Mosten Lecturer and Scholar in Residence in Conflict Resolution and Peace Studies

BARGAINING WITH THE DEVIL: WHEN TO NEGOTIATE, WHEN TO FIGHT



Robert H. Mnookin

Williston Professor of Law, HARVARD LAW SCHOOL
Director, HARVARD NEGOTIATION RESEARCH PROJECT
Chair, STEERING COMMITTEE, PROGRAM ON NEGOTIATION

LOCATION: Alumni and Visitors Center
(NW Corner of Canyon Crest Drive at University Avenue)

DATE: Thursday, May 13, 2010

TIME: 5:00 PM Lecture

Reception and booksigning immediately
following lecture

Visitors may use this flyer as a parking permit.
Place on dash and park in lot 24 across from the Alumni and Visitors Center.

Robert Mnookin has applied his interdisciplinary approach to negotiation and conflict resolution to a remarkable range of problems, both public and private. He has written extensively about barriers to the negotiated resolution of conflict and how to overcome them, ethnic conflicts both violent and non-violent, and divorce bargaining. In his latest book *Bargaining with the Devil: When to Negotiate, When to Fight*, he addresses the most challenging conflicts — when you are facing an adversary you don't trust, who may harm you, or may even be evil. Mnookin provides tools for confronting devils of all kinds — in international relations, in business and in family conflicts.

Co-sponsored by the Anderson Graduate School of Management
and World Affairs Council of Inland Southern California

For more information contact Cindi Smith at 951.827.3572
<http://peaceandconflictstudies.ucr.edu/Mosten/>

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