

# What's Fair: Ethics For Negotiators

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What's Fair: Ethics for Negotiators By Carrie Menkel-Meadow (Editor) and Michael Wheeler (Editor) 592pp. San Francisco, California: Jossey-Bass, 2004.

\* Professors Menkel-Meadow and Wheelers are co-editors of What's Fair: Ethics for Negotiators, published by Wiley-VCH. \*\* From Negotiation Genius:

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Most practicing attorneys are not litigators, but many interactions with an attorney s own client and a large share of interactions with other attorneys in

INTRODUCTION Of the many memories I have taken away from the summer of 2004, among the strongest is the opportunity to review the fascinating collection of writings

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What s Fair: Ethics for Negotiators (2004). KF9084.Z9 W493 2004.

Photographs, newspaper clippings, maps, postcards, and other ephemera depicting life at Miami and in Oxford during the 1960s. Exhibit on display in King 321.

Wheeler s current research focuses on negotiation dynamics, dispute resolution, and ethics. Among his other books are What s Fair? Ethics for Negotiators

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