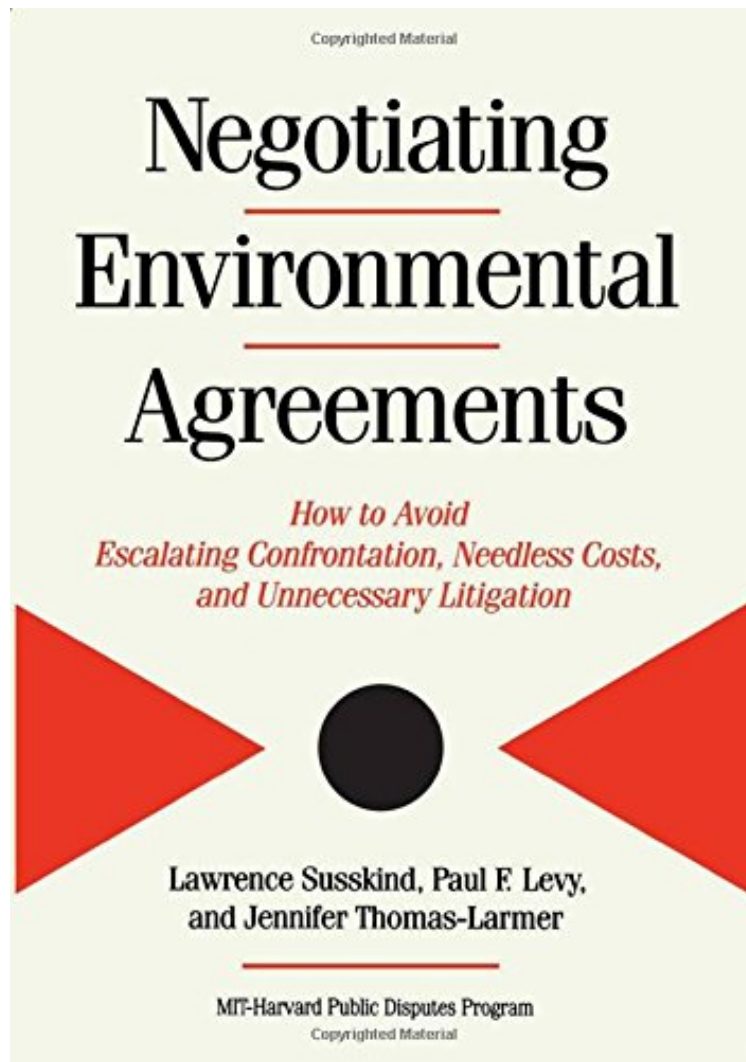


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Negotiating Environmental Agreements: How To Avoid Escalating Confrontation Needless Costs And Unnecessary Litigation

Lawrence Susskind, Paul Levy, Jennifer Thomas-Larmer
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When business leaders, government officials, and other stakeholders come to the table in an environmental, health, or safety dispute, acrimony often results, leading to expensive and time-consuming litigation. Not only does this waste precious resources, but rarely does the process produce the best outcome for any of the parties involved. For the past five years, the authors of this volume have conducted semi-annual seminars at the Massachusetts Institute of Technology and at Harvard to provide business leaders and regulators with the knowledge and skills they need to more effectively handle environmental, health, and safety negotiations. Their strategy, known as the "mutual gains approach," is a proven method of producing fairer, more efficient, more stable, and wiser results. *Negotiating Environmental Agreements* provides the first comprehensive introduction to this widely practiced and highly effective approach to environmental regulation. The book begins with an overview of the mutual gains approach, introducing important concepts and ideas from negotiation theory as well as the theory and practice of mediation. The authors then offer five model negotiations from their MIT-Harvard Public Disputes seminar, followed by a series of real-world negotiated environmental agreements that illustrate the kinds of outcomes possible when the mutual gains approach is employed. A collection of writings by leading experts provide valuable insights into the process, and appendixes offer both instructions for conducting model negotiation sessions and analysis of actual game results from earlier seminars. This is the only prescriptive text available for the many regulatees and regulators involved in environmental regulatory negotiations each year. Anyone involved with environmental negotiation -- including corporate and public sector managers, students of environmental policy, environmental management, and business management -- will find the book an essential resource.

From the Back Cover For the past five years, the authors of this volume have conducted semi-annual seminars at MIT and Harvard to provide business leaders and regulators with the knowledge and skills they need to more effectively handle environmental negotiations. Their strategy, known as the "mutual gains approach", is proven to produce fairer, more efficient, more stable, and wiser results. *Negotiating Environmental Agreements* provides the first comprehensive introduction to their widely practiced and highly regarded techniques. For more information and confidential game instructions, visit the MIT Environmental Policy Group website at <http://web.mit.edu/dusp/EPG> About the Author Lawrence Susskind is Ford Professor of Urban and Environmental Planning at the Massachusetts Institute of Technology and president of the Consensus Building Institute in Cambridge, Massachusetts. He is author of *Dealing With an Angry Public* (Free Press, 1996). Paul Levy is Executive Dean of Harvard Medical School. Jennifer Thomas-Larmer is with the Consensus Building Institute.