



Think Like a Lawyer Don't Act Like One: The Essential Rules for the Smart Negotiator

Aernoud Bourdrez

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Think Like a Lawyer Don't Act Like One provides strategies to solve conflicts. Based on principles, research, and real life examples ranging from Harvard University, Mikhail Gorbatsjov, two kissing boxers, and Sun Tze to John Rambo, *Think Like a Lawyer Don't Act Like One* can be used when dealing with grumpy police officers, angry neighbors, unwilling debtors, nasty lawyers, and other conflict seekers.

Each strategy is thoroughly tested and can be used at the kitchen table, on the street, and in the boardroom. All seventy-five rules are illustrated in a funny way.

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