

# *What the experts are saying*

“Habib Chamoun has done a remarkable job of creating insights into the ‘soul’ of negotiation, combining perspectives on anthropology, ethics and theology into a new perspective he calls ‘transcendental negotiation’. Readers will find a refreshing perspective on negotiation, not just as technique, but as a way of leading a virtuous life.”

Dr. Roy Lewicki

Abramowitz Professor of Management and Human Resources Emeritus,  
Max M. Fisher College of Business  
The Ohio State University

Every time you negotiate, you define your values. Yes, you seek to advance your own interests—or those of the individuals and organizations you represent. But all the actions you undertake—everything that you do and say—also establish your character.

But what (if anything) do you owe the people across the table with whom you negotiate? Must you always be fair? Do you have to be honest? More fundamentally, what is fairness and honesty in negotiation?

Dr. Habib Chamoun-Nicolás’s bold and inspiring book *Transcend!* addresses these challenging questions with wisdom drawn from his own impressive experience and scholarship. He explains how success in negotiation (and in life more generally) requires prudence, justice, fortitude, temperance, and discernment. His groundbreaking book deserves a place of honor on every serious negotiator’s bookshelf.

Dr. Michael Wheeler

Professor of Management Practice  
Harvard Business School

"Habib Chamoun provides a glimpse into the mind of the transcendent negotiator: prudence, justice, temperance, fortitude and discernment play important roles. Since every human interaction implies the possibility of negotiation, he urges us to transcend the transactional, offering an appealing meditation on elements of negotiation practice that are too often overlooked."

Dr. Larry Susskind

MIT Professor and Co-Founder Program on Negotiation at Harvard Law School

"As usual, Dr. Habib Chamoun Nicholas has provided extraordinary work on negotiation. This new contribution to the discipline will surely serve all the public: Researchers, diplomats, students, experts and practitioners. This brilliantly written book is easy to read and invites the reader who is interested in negotiating to know oneself and learn about each other in order to carry out together a win-win negotiation ".

Dr. Doudou Sidibé, Scientific Coordinator of the International Biennale on Negotiation  
Novancia Business School Paris, France

"Dr. Habib Chamoun-Nicolas and his collaborators offer in *Transcend!* not only an ethical way of functioning for negotiators, but also for those in any leadership position. The ancient Cardinal Virtues of Justice, Prudence, Temperance, and Fortitude provide the lens through which discerned action occurs that moves beyond the transactional toward the transcendental. *Transcend!* imparts a vision of collaboration that is co-responsible and will help leaders, including those of religious congregations, be more effective in their functioning." –

Very Rev. Frank Donio, S.A.C., D.Min., Director, Catholic Apostolate Center  
Washington, D.C.

This book offers an anthropological perspective on negotiation, focusing on the important moral dimension of negotiators. Incorporating examples from historical and religious texts, along with anecdotes from his own life, Chamoun-Nicolas draws readers into his reflections on negotiation through the ages as he highlights the ethical principles of a successful negotiator.

Audrey Tetteh, Education Program Director, ICONS Project - University of Maryland