



# Negotiating at an Uneven Table: Developing Moral Courage in Resolving Our Conflicts

By *Phyllis Beck Kritek*

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## **Negotiating at an Uneven Table: Developing Moral Courage in Resolving Our Conflicts** By Phyllis Beck Kritek

In the second edition of her landmark book *Negotiating at an Uneven Table*, Phyllis Beck Kritek explores the process of resolving conflicts in situations where unacknowledged inequity influences disputes and their outcomes. Substantially revised and expanded, this new edition will help open minds and balance the negotiation process. Throughout the book, Kritek challenges traditional approaches to dealing with inequities at the negotiation table and offers alternatives for reframing the process.

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**Negotiating at an Uneven Table: Developing Moral Courage in Resolving Our Conflicts** By Phyllis Beck Kritek **Bibliography**

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### **Editorial Review**

From Library Journal

Kritek (chair, mental health nursing and management, Univ. of Texas Sch. of Nursing, Galveston) received a National Leadership Fellowship from the Kellogg Foundation in 1986 to study conflict resolution. That study gave birth to this "record of lessons from [her] life experiences at uneven tables," i.e., negotiations where one side has power over another. Including examples from her own experiences as the nondominant negotiator, Kritek intends to encourage dialog about "dominant power." Rather than offering practical methods for achieving equality, she suggests ten "ways of being" (e.g., "be a truth teller," "be innovative") to provide a philosophical context for nondominant negotiators to use when approaching uneven tables. Unfortunately, Kritek's penchant for rambling philosophical reflections leads to writing that is verbose, repetitive, and prone to digression and forces the reader to look hard for substance. Not recommended.

*Carol R. Nelson, Ball State Univ. Lib., Muncie, Ind.*

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Review

"Conflict resolution book of the year . . . Run, do not walk, to obtain a copy of this book." (Official newsletter of the ADR Section of the Association of American Law Schools)

"This innovative, challenging, and ultimately transformative book . . . makes a unique contribution to the field of conflict resolution and will be a ready reference in the mediation library."

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— *Northern California Mediation Association Newsletter*

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