
CBI Founder Lawrence Susskind and Co-Editor Larry Crump Awarded IACM Outstanding Book Award

This June, at its annual conference, the [International Association for Conflict Management \(IACM\)](#) awarded its Outstanding Book Award to Consensus Building Institute's Founder Lawrence Susskind, and Larry Crump, co-editors of "Multiparty Negotiation" ([Sage](#)). IACM is viewed by many as the leading association for negotiation and conflict management scholars. By recognizing books that make an outstanding contribution to the field of conflict management, IACM hopes to draw the attention of practitioners to high-quality scholarly work in the conflict management field.

With nearly 100 chapters, "Multiparty Negotiation" is the most extensive collection ever published on the subject. The first of the four volumes reviews the theoretical foundations of multiparty negotiation from many disciplines. The second volume examines public dispute resolution through the lens of multiparty negotiation theory. Volume three looks at complex litigation as a form of multiparty negotiation. The final volume focuses on international diplomacy and complex organizational negotiations as still other forms of multiparty negotiation. All four volumes contain articles and case studies, and make a strong case for treating multiparty negotiation as a distinct field of study. Susskind and Crump, in their extensive introductions to each volume, hold that multiparty negotiations exhibit at least three features that distinguish them from traditional two-party negotiations: the emergence of coalitions, complex process management requirements best handled by neutral parties, and highly complex analytical challenges that face stakeholders as they seek to estimate their BATNAs and formulate their negotiation strategies.

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