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Negotiating the Devil: How to Prevent Sexual Harassment in the Workplace and Regain Control Over Your Life and Career by Robert H. Mnookin To sort through the arguments of whether to negotiate with Bikuta-san or terminate the joint venture and sue them for exploitation, one must first understand the key elements of an "evil" act as defined in the introduction: 1. Intentional infliction of grievous harm on another human being 2. The harm inflicted must be severe 3. Lack of adequate justification Given that Bikuta-san's actions involved intentionally violating their agreements, this act can be considered evil. The question then becomes one of weighing the potential consequences of each course of action: negotiating with Bikuta-san or terminating the joint venture and suing them for exploitation. Negotiating with Bikuta-san may allow for a resolution to the current dispute, potentially preserving the joint venture and allowing for continued sales. However, it also risks being perceived as condoning bad behavior and sending the wrong message to other potential business partners. On the other hand, terminating the joint venture and suing Bikuta-san could be seen as a principled stance, but it may lead to severe consequences such as a complete halt in sales and potential financial losses for the company. The decision ultimately depends on one's moral perspective on what constitutes an "evil" act and how much is at stake. It is also crucial to consider the potential impact on the business and employees affected by the decision. Bargaining with the Devil: A Guide to Confronting Life's Most Challenging Conflicts In his book, Robert Mnookin offers practical advice for navigating the most difficult conflicts in business, politics, and family life. As the head of Harvard's Program on Negotiation, Mnookin provides tools for dealing with adversaries who may harm you or whom you feel are evil. However, some critics argue that the book is too focused on promoting negotiation as a means to resolve disputes, without critically evaluating its effectiveness in certain situations. Mnookin's approach is to guide readers in making wise decisions about whether to negotiate or fight, depending on the circumstances. While the book may not be a scholarly work, it offers an engaging and informative read, with anecdotes that are fun to follow. However, some critics point out that the book lacks solid examples of when negotiation may not be the best approach, and that Mnookin's advice can come across as self-promotional at times. Ultimately, the book is geared towards busy executives who need practical guidance on how to navigate complex conflicts. While it may not offer the most critical insights into negotiating theory, it provides a useful resource for those looking to improve their negotiation skills.

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