

URL:

<https://stvp.stanford.edu/blog/videos/stan-christensen-interviews-secretary-george-p-shultz-on-negotiation>

Secretary Shultz discusses what he learned about negotiation while serving in both the Nixon and Reagan administrations. Topics covered include how to know when to go to the negotiation table, the role of trust in negotiation, confronting the dilemma of when to use force in a dispute, as well as the Secretary's opinions on negotiating in the current political landscape. Current events covered include the Arab Israeli conflict, the war in Afganistan, the fall of the Soviet Union, and how the media has changed the modern negotiation landscape.



## Transcript

English subtitles are not available for this media..