

## **FOR THE FORCES OF GOOD: THE SUPERPOWER OF EVERYDAY NEGOTIATION**

by S. Lucia Kanter St. Amour

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### **SYNOPSIS**

Have you ever arm-wrestled for chocolates, gamed with the tit-for-tat robot, or booked an appointment with a negotiation stylist? No? Ever tried to get a toddler to eat their broccoli, been in a conversation where the other person repeats themselves over and over, or negotiated with someone who insists their opinion is indisputable fact? Yes? This book is for you. And it's even illustrated!

Negotiation happens everywhere everyday and it can be anyone's everyday superpower - even through small acts and language. Yet, negotiation is still viewed by the general public as a specialized skill mastered by experts (which is how those experts want you to feel about negotiation), and one that you either have or you don't - "Negotiation can't be taught. Some people just have the skill and others don't," as proclaimed by a high school senior, heading to Brown University, at the author's 2022 Easter dinner table. Women, in particular, still shy away from negotiation scenarios - many are uncomfortable just asking for something. This book, inclusive and aimed at a general audience, dispels the myth that negotiation is some rarified skill for special settings carried out by elite or gifted individuals. Far from a dry, technical or academic book, it's a just-so recipe of expertise and vulnerability. It is equal parts how-to, storytelling, social and historical commentary, and thought experiment.

The joy Marie Kondo sparked for home organizing Lucia Kanter St. Amour has kindled for everyday negotiation.

### **ABOUT THE AUTHOR**



Lucia Kanter St. Amour is a Harvard Law certified mediator and has been practicing law since 1998. For ten years she held regular clinical teaching positions in Mediation, and Negotiation at UC Hastings and UC Berkeley Law. She has lectured at many prominent universities in the U.S. and Europe; and served for several years as competition judge and mediator for the International Chamber of Commerce in Paris, France. In 2022, she launched her podcast *Forces of Good: The Superpower of Everyday Negotiation* and was elected VP of the Board of Directors of United Nations Women - San Francisco chapter. She is the Founder and Executive Director of Spectrum Strategies, a 501c3 non-profit for families with kids with special needs. Studied in 6 languages, pianist, golfer, and cook of really legitimate Italian cuisine, she lives with her family in the San Francisco Bay Area.

## REPRESENTATIVE ENDORSEMENTS

### **Robert Cialdini, Author of *INFLUENCE* and *PRE-SUASION***

*The word 'Everyday' in this book's title points to a critical but under-recognized feature of highly effective negotiation, its inclusiveness. It isn't limited to any one set of situations, topics, masters or, tellingly, to any one gender. With the research-based information and instruction engagingly offered within its pages, we can all up our game significantly.*

### **Anita Christine Knowlton, Clinical Professor of Law & Founding Director of the Center for Negotiation & Dispute Resolution, University of California Hastings College of the Law**

*Captivating, layered, accessible, content-packed, and written in a warm, personal voice. There's nothing quite like it on the market in the way Lucia connects it all together. It's fantastic!*

### **Alia Samad-Salameh, Principal, Global Labor Standards at Amazon**

*As a two decades labor negotiator - I'm loving this! Amazonians focus on super powers and the Super Tips provided are practical and useful in everyday life, which is often a series of negotiations. The usefulness of taking this out of the strict business setting or labor setting is wonderful. For women and other marginalized groups this is a great guidebook. Negotiation can be taught!*

### **Youssoupha Niang, Regional Ombudsperson at United Nations**

*A beautiful and inclusive blend of expertise and vulnerability, of fundamental skills, intellect, and storytelling. It's very moving. You wouldn't think a topic like this could be so moving. Lucia understands human complexity, and how to connect. She teaches all of us how to do it, too. It is a book with layers that one can return to time and time again for practical tools and inspiration. Lucia, thank you for sharing this wonderful work, and for sharing so much of yourself!*

### **Mark D. Lucia, Director of Student Legal Services, University of California, Berkeley**

*"For the Forces of Good" is the best kind of skill-building book: you'll learn a ton about handling negotiations big and small, even as you feel entertained and engaged by memorable and sticky anecdotes. It's a masterfully absorbing blend of storytelling, irresistible thought experiments, and practical tips that you can apply to your own life - from the moment you finish reading.*

### **Additional endorsements include:**

Joshua Weiss, PhD., Co-Founder, Global Negotiation Institute and Senior Fellow,  
Harvard Law School Program on Negotiation

Kwame Christian, Esq. M.A., Founder and CEO of American Negotiation Institute and  
host of "Negotiate Anything" podcast

Thomas Wilmer, award-winning NPR podcast host

Grande Lum, Obama Administration U.S. Department of Justice Community Relations Service Director

Janet Martinez, Director, Gould Center for Negotiation, Stanford Law School

Colin Rule, President & CEO of mediate.com and arbitrate.com; eBay online dispute resolution system architect

Mikkel Gudsoe, Competition Judge / Mediator, International Chamber of Commerce, Paris

Harvey Latson, Lieutenant Colonel, U.S. Army, Military Intelligence and Special Operations for United States, Central America, the Middle East, Europe and Asia-Pacific

Kim Harja, Director of Business Strategy, Charles Schwab

Janet Stovall, Global Head of Diversity, Equity and Inclusion at Neuroleadership Institute

Lindsey Tran, Esq. Director of Employee Relations, Twitter

Veronica Bykin, Director of Digital Engineering, Nike