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The Negotiator: A Memoir

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The Negotiator: A Memoir

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The Negotiator: A Memoir George Mitchell
Compelling, poignant, enlightening stories from former Senate Majority Leader George Mitchell about growing up in Maine, his years in the Senate, working to bring peace to Northern Ireland and the Middle East, and what he's learned about the art of negotiation during every stage of his life.

It's a classic story of the American Dream. George Mitchell grew up in a working class family in Maine, experiencing firsthand the demoralizing effects of unemployment when his father was laid off from a lifelong job. But education was always a household priority, and Mitchell embraced every opportunity that came his way, eventually becoming the ranking Democrat in the Senate during the administrations of George H.W. Bush and Bill Clinton.

Told with wit, frankness, and a style all his own, Senator Mitchell's memoir reveals many insights into the art of negotiation. Mitchell looks back at his adventures in law and politics—including instrumental work on clean air and water legislation, the Iran-Contra hearings, and healthcare reform—as well as life after the Senate, from leading the successful Northern Ireland peace process, to serving as chairman of The Walt Disney Company, to heading investigations into the use of steroids in baseball and unethical activity surrounding the Olympic Games. Through it all, Senator Mitchell's incredible stories—some hilarious, others tragic, all revealing—offer invaluable insights into critical moments in the last half-century of business, law, and politics, both domestic and international.

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