Top 10 Worst Negotiations of 2014

Sometimes negotiators care so much about the issues at stake that they mistake compromise for surrender, says the Program on Negotiation at Harvard Law School. Sometimes they're so confident things will go their way they don't try hard enough.

The program's list of the 10 Worst Negotiations of 2014 includes talks that failed for one or both of these reasons, as well as for numerous other lapses. "As we reflect on the shortcomings of 2014, let's learn from the past and strive to negotiate more rationally in 2015." the program says on its website.

Read the story.