

Negotiating The Nonnegotiable By Daniel Shapiro

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Negotiating the Nonnegotiable : Daniel Shapiro : 9780143110170

In *Negotiating the Nonnegotiable*, Harvard negotiation expert Daniel Shapiro introduces a groundbreaking method to bridge the toughest divides—whether with family members, colleagues, or in the polarized world of politics. He reveals the hidden power of identity in fueling conflict, and presents a practical framework to reconcile even the most ...

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Negotiating the Nonnegotiable (2016) offers insights into a new framework that can be applied to solve stubborn conflicts in both our personal and professional lives. The blinks emphasize the importance of the “tribal mind,” while also illustrating how we actively address emotional pain and examining the role of identity in conflict resolution.

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Negotiating the Nonnegotiable How to Resolve Your Most Emotionally Charged Conflicts Daniel Shapiro William Ury (coauthor of Getting To Yes) calls this book a “Masterpiece—clear, insightful, and practical...

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‘Negotiating the Nonnegotiable’ at Work and at Home ...

Daniel Shapiro talked about his book, Negotiating the Nonnegotiable: How to Resolve Your Most Emotionally Charged Conflicts, about how to resolve contentious battles between governments and in ...

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