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Dr. Daniel Shapiro: How do you
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(highlights) Daniel Shapiro -

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the hidden power of identity in fueling conflict, and presents a practical framework to reconcile even the most contentious situations.

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Unabridged by Shapiro, Daniel,

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Continue. Learn how to successfully resolve the most emotionally charged conflicts. In this landmark book, harvard's world-renowned negotiator

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Daniel Shapiro presents an innovative, practical method of reconciling your most contentious relationships and unravelling your most complex conflicts.

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“Appealing to rationality isn't always the best way to mend a rift; instead, both parties in a negotiation have to be willing to get in touch with the conflict's more emotional underpinnings. In his book, *Negotiating the Nonnegotiable* [Shapiro] shares the strategies he's

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used to help people in all kinds of settings access the core emotions driving their conflicts and reach mutually beneficial resolutions. ”

Negotiating the Nonnegotiable by
Daniel Shapiro ...

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Nonnegotiable by Daniel Shapiro

offers insights into a new framework that can be applied to solve stubborn conflicts in both our personal and professional lives. This audio-only summary distills the framework into digestible lessons, emphasizing the importance of the “tribal mind”

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while also illustrating how we actively address emotional pain and the role of identity in conflict resolution.

Negotiating the Nonnegotiable (Blinkist Summary)

In *Negotiating the Nonnegotiable*, Shapiro provides a helpful framework

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to understand identity via the five pillars (BRAVE) - beliefs, rituals, allegiances, values and emotionally meaningful experiences - and how conflicts can occur when one of these are threatened.

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your most emotionally charged conflicts. In this landmark book, world-renowned Harvard negotiation expert Daniel Shapiro presents a groundbreaking, practical method to reconcile your most contentious relationships and untangle your toughest conflicts. Before you get into

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your next conflict, read *Negotiating the Nonnegotiable*. It is not just "another book on conflict resolution," but a crucial step-by-step guide to resolve life's most emotionally challenging conflicts--whether between spouses, a parent and child, a boss and an employee, or rival

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communities or nations. These conflicts can feel nonnegotiable because they threaten your identity and trigger what Shapiro calls the Tribes Effect, a divisive mind-set that pits you against the other side. Once you fall prey to this mind-set, even a trivial argument with a family member

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or colleague can mushroom into an emotional uproar. Shapiro offers a powerful way out, drawing on his pioneering research and global fieldwork in consulting for everyone from heads of state to business leaders, embattled marital couples to families in crisis. And he also shares

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his insights from negotiating with three of the world's toughest negotiators--his three young sons. This is a must read to improve your professional and personal relationships"--

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out to sea. With vivid stories of his closed-door sessions with warring political groups, disputing businesspeople, and families in crisis, Daniel Shapiro presents a universally applicable method to successfully navigate conflict. A deep, provocative book to reflect on and wrestle with,

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“ Written in the same remarkable vein as Getting to Yes, this book is a masterpiece. ” —Dr. Steven R. Covey,

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author of *The 7 Habits of Highly Effective People* • Winner of the Outstanding Book Award for Excellence in Conflict Resolution from the International Institute for Conflict Prevention and Resolution • In *Getting to Yes*, renowned educator and negotiator Roger Fisher presented

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Emotionally applicable method for effectively negotiating personal and professional disputes. Building on his work as director of the Harvard Negotiation Project, Fisher now teams with Harvard psychologist Daniel Shapiro, an expert on the emotional dimension of negotiation and author

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of Negotiating the Nonnegotiable:
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show readers how to use emotions to
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professional or personal-into an
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Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

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nature. Everyone is a unique

individual with different opinions, values, and morals. It ' s no surprise that conflicts arise in friendships, romantic relationships, and even in international relations. When you struggle with conflict in relationships, you may find just how difficult it is to

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get past them. No matter how hard you try to see another view or explain your own perspective, it ' s difficult to come to a mutual understanding. So how can you resolve these emotionally charged differences? Harvard negotiation expert Daniel Shapiro has created a groundbreaking

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method to bridge the toughest divides. He introduces that the root of each problem is identity. The hidden power of identity fuels conflict, whether it 's with family members, colleagues, or even with world politics. As you read, you ' ll learn how to identify the root of conflicts, how the Tribes Effect

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causes problems in relationships, and you'll learn the necessary steps to begin mending relationships today.

Some negotiations are easy. Others are more difficult. And then there are situations that seem completely hopeless. Conflict is escalating, people

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are getting aggressive, and no one is willing to back down. And to top it off, you have little power or other resources to work with. Harvard professor and negotiation adviser Deepak Malhotra shows how to defuse even the most potentially explosive situations and to find

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success when things seem impossible.

Malhotra identifies three broad approaches for breaking deadlocks and resolving conflicts, and draws out scores of actionable lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting of the US

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Constitutionally, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL and NHL, and beating the odds in complex business situations. But he also shows how these same principles and tactics can be applied in everyday life, whether you are making corporate deals, negotiating

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job offers, resolving business disputes, tackling obstacles in personal relationships, or even negotiating with children. As Malhotra reminds us, regardless of the context or which issues are on the table, negotiation is always, fundamentally, about human interaction. No matter how high the

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stakes or how protracted the dispute, the object of negotiation is to engage with other human beings in a way that leads to better understandings and agreements. The principles and strategies in this book will help you do this more effectively in every situation.

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“ One of the most important books of our modern era ” –Amb. Jaime de Bourbon For anyone struggling with conflict, this book can transform you. Negotiating the Nonnegotiable takes you on a journey into the heart and soul of conflict, providing unique

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Global Negotiator: Making, Managing, and Mending Deals Around the World in the Twenty-First Century (Palgrave, 2003), Salacuse's new work is a comprehensive and easy-to-understand look at negotiation in everyday life. Drawing from his extensive experience around the

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world, Salacuse applies such large-scale examples as the Arab-Israeli conflicts or those in Berlin and shows us how to use such strategies in our own lives, from family and home life, to business and the workplace, even to our own thoughts as we negotiate compromises and agreement with

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ourselves. Arguing that life is really a series of negotiations, deal making, and diplomacy, Salacuse gives readers the tools to make the most of any situation.

We often assume that strategic negotiation requires us to wall off

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vulnerable parts of ourselves and act rationally to win. But, what if you could just be you in business? Taking a positive approach, this brief distills years of research, teaching, and coaching into an integrated framework for negotiating genuinely. One of the most fundamental and

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Challenging battlegrounds in our work lives, negotiation calls on us to compete and cooperate to do our jobs well and achieve extraordinary results. But, the biggest challenge in a negotiation is to be strategic while also being real. Author Shirli Kopelman argues that this duality is

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both possible and powerful. In

Negotiating Genuinely, she teaches readers how to reconcile the disparate hats that they wear in everyday life—with families, friends, and colleagues—bringing one "integral hat" to the negotiation table.

Kopelman develops and shares

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techniques that illuminate this approach; exercises along the way help readers to negotiate more naturally, positively, and successfully.

A wall of silent resentment shuts you off from someone you love....You listen to an argument in which neither

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Emotionally hear the other... Your party seems to hear the other... Your mind drifts to other matters when people talk to you.... People Skills is a communication-skills handbook that can help you eliminate these and other communication problems. Author Robert Bolton describes the twelve most common communication

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barriers, showing how these

""roadblocks"" damage relationships by increasing defensiveness, aggressiveness, or dependency. He explains how to acquire the ability to listen, assert yourself, resolve conflicts, and work out problems with others. These are skills that will help

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you communicate calmly, even in stressful emotionally charged situations. People Skills will show you

- * How to get your needs met using simple assertion techniques
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- * How to use silence as a valuable communication tool
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