

Negotiating Nonnegotiable Resolve Emotionally 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

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touch with the conflict's more emotional underpinnings. In his book, Negotiating the Nonnegotiable [Shapiro] shares the strategies he's used to help people in all kinds of settings access the core emotions driving their conflicts and reach mutually beneficial resolutions."

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Negotiating the nonnegotiable. Negotiating the nonnegotiable. Continue. Learn how to successfully resolve the most emotionally charged conflicts. In this landmark book, harvard's world-renowned negotiator Daniel Shapiro presents an innovative, practical method of reconciling your most contentious relationships and unravelling your most complex conflicts.

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Negotiating the Nonnegotiable by Daniel Shapiro ...

Released. 8/20/2020. Negotiating the 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" while also illustrating how we actively address emotional pain and the role of identity in conflict resolution.

Negotiating the Nonnegotiable (Blinkist Summary)

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In Negotiating the Nonnegotiable, Shapiro provides a helpful framework 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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