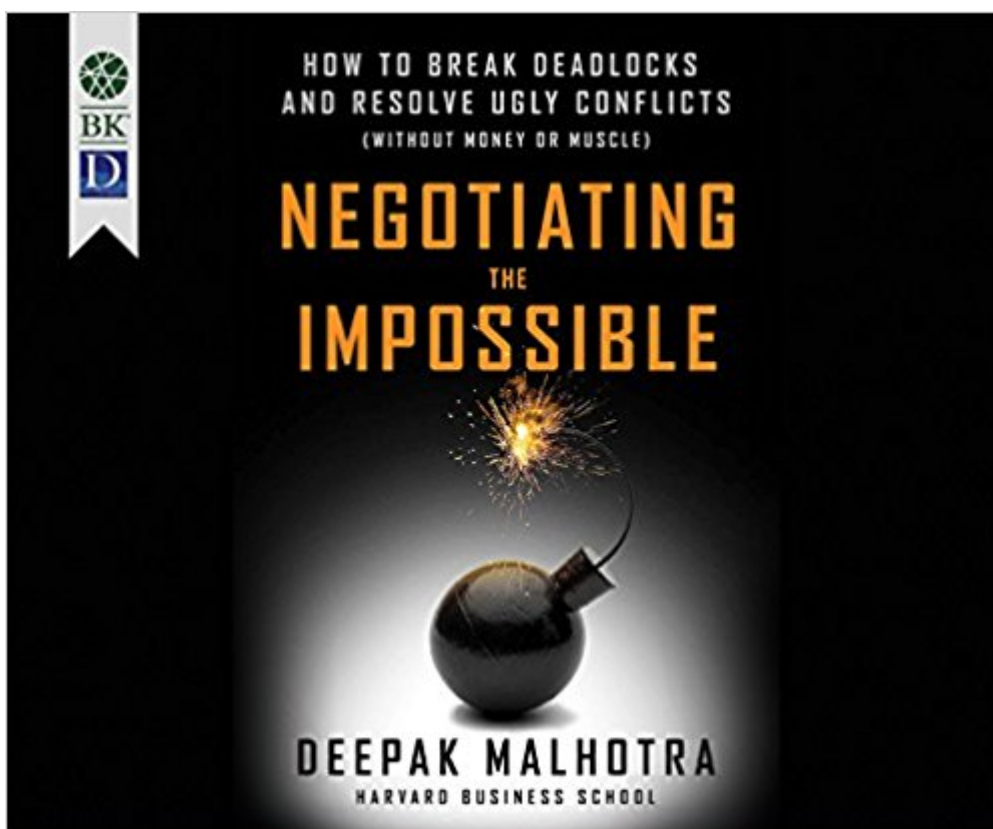


The book was found

# Negotiating The Impossible: How To Break Deadlocks And Resolve Ugly Conflicts (without Money Or Muscle)



## Synopsis

Some negotiations are easy. Others are more difficult. And then there are situations that seem hopeless. Conflict is escalating, people are getting aggressive, and no one is willing to back down. To top it off, you have little power, money, or other resources to work with. Harvard professor (and negotiation advisor to organizations around the world) Deepak Malhotra shows how to defuse even the most potentially explosive situations and to find success when things seem impossible. Malhotra illustrates key lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting the US Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL, and beating the odds in complex business situations, while showing how these same principles and tactics can be applied in everyday life.

## Book Information

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## Customer Reviews

If you've ever tried to convince someone of your point of view, (and who hasn't?) then *Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without money or muscle)* by Deepak Malhotra is a must-read. *Negotiating the Impossible* is a high-value book which offers its readers accessible and practical lessons in the art of negotiation. Whether you're trying to get your small child to bed, or bring warring factions to the table, almost anyone can learn to become a better negotiation partner. *Negotiating the Impossible* isn't a how-to book of manipulative techniques for short-term gain. Negotiation isn't about haggling, nor is it a zero-sum game with winners and losers. This book focuses on finding mutually acceptable solutions through understanding and partnering – the essence of which is strategic human

interaction. Negotiating the Impossible is divided into three parts: The Power of Framing, The Power of Process, and The Power of Empathy. Each part is introduced by a definition of its title. Framing is a psychological lens through which we assess circumstances. Mr. Malhotra shows how you articulate your proposal is as important as what you're proposing. This is because our biases and worldview are not so much truth, but a story we tell ourselves. Situations look different depending upon social or political narrative. One group's terrorist is another's freedom fighter. Identities and interests are socially constructed. We should be aware of how we make self-serving judgments based upon the story our particular group tells itself. Nowhere is this more apparent than in the differing narratives of political parties.

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