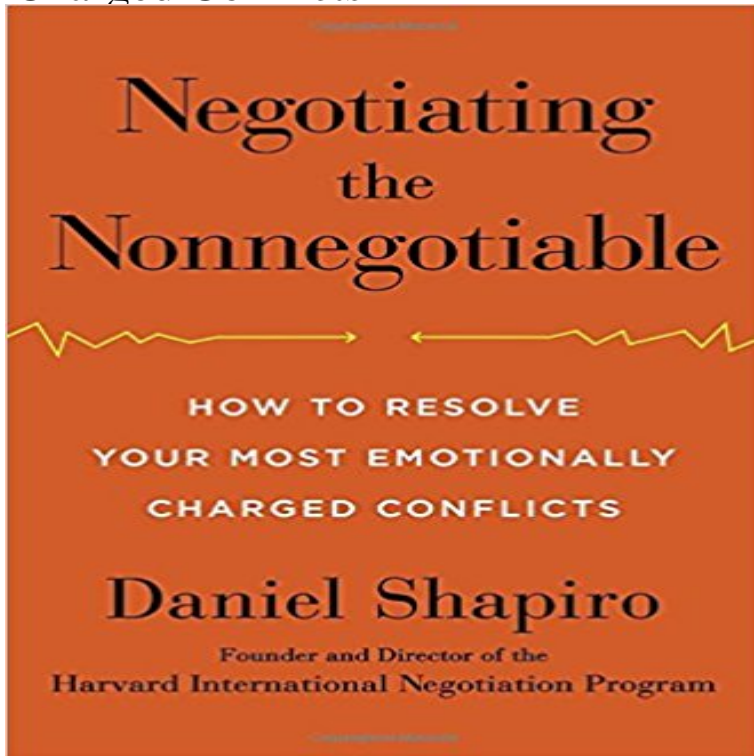


Negotiating the Nonnegotiable: How to Resolve Your Most Emotionally Charged Conflicts



“A masterpiece.” William Ury, coauthor of *Getting to Yes* In this landmark book, world-renowned Harvard negotiation expert Daniel Shapiro introduces a groundbreaking, step-by-step method to resolve your most difficult conflicts. Find out how to successfully resolve your most emotionally charged conflicts. This indispensable guide reveals the five hidden emotional forces that strain your relations and block agreement: vertigo, repetition compulsion, taboos, assault on the sacred, and identity politics. The moment you feel attacked, these forces transform your conflict into an adversarial battle, turning even a straightforward disagreement into an emotional uproar. In *Negotiating the Nonnegotiable*, you will learn a powerful, proven approach to overcome these forces, reconcile your relations, and reach agreement in even your most challenging personal and professional disputes.

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