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Beyond Reason Using Emotions As You Negotiate

Barry M. Goldman, Debra L. Shapiro



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Beyond Reason Roger Fisher, Daniel Shapiro, 2005-10-06 Written in the same remarkable vein as *Getting to Yes* this book is a masterpiece Dr Steven R Covey 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 a universally 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 of *Negotiating the Nonnegotiable* How to Resolve Your Most Emotionally Charged Conflicts In *Beyond Reason* Fisher and Shapiro show readers how to use emotions to turn a disagreement big or small professional or personal into an opportunity for mutual gain

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in psychology management and other disciplines bridges the gap between management and negotiation research Managers students and researchers interested in the field of negotiation will find this new book in SIOP s Organizational Frontiers series of interest

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The Conflict Resolution Grail Meysa Maleki,2020-06-23 The Conflict Resolution Grail explains what causes conflicts and offers the world an alternative solution It goes beyond theory techniques policies and interpersonal skills This book helps you resolve your conflicts through awareness compassion and a negotiator s toolbox Global conflict is one of the top challenges the world faces today Our survival as the human race demands that we pay attention to our own role in conflict Resolving conflict on a global scale requires change at the level of individuals Lawyer and Mediator Meysa Maleki introduces the everyday person to the elements of conflict the sub conversations and the skills that are required to resolve conflict effectively However her solution to addressing human conflict goes beyond just the latest conflict resolution theory negotiation techniques and the interpersonal skills of a mediator She draws on the strengths of human beings their capacity for compassion and their immense potential to change their subconscious programming through awareness This book weaves together research ranging from human genetics evolution communications theory neuroscience world history psychology and sociology to reframe our understanding of conflict It provides the everyday person as well as professionals who devote their careers to working with conflict situations with an integrated approach to conflict resolution Meysa Maleki provides a new paradigm one that is based on awareness compassion and a negotiator s toolbox

Getting Back to the Table Joshua N. Weiss,2025-02-11 The co founder of Harvard s Global Negotiation Initiative and a renowned global guru in negotiations presents a dynamic strategy for overcoming stalled or failed negotiations that empowers individuals to return to the table with increased strength and resilience carefully learning from the challenges they encountered When negotiations fail it can be hard to start over Some people give up others forget and move on but the truly successful negotiator learns Celebrated negotiation thought leader and member of the UN Negotiations team Joshua N Weiss introduces an evidence based model for when negotiations stall or

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Creative Solutions to Global Business Negotiations, Third Edition Claude Cellich,2020-12-24 Practical and user friendly the author describes all the key elements needed to negotiate deals that are doable profitable and sustainable Based on decades of teaching and consultancies around the world the author provides a useful guide for business executives operating in today s digitalized global economy This latest edition will help readers enhance their preparation anticipate objections create value for tangibles intangibles and avoid cultural blunders to reach mutually beneficial outcomes By sharpening negotiation skills business executives will be able to interact more effectively with their counterparts in the fast changing global business environment and the rising influence of third parties Practical and user friendly the author describes all the key elements needed to negotiate deals that are doable profitable and sustainable Get over Yourself: Learning How to Manage Your Anger Dr. Joan D. Atwood,2020-03-13 This book is an all encompassing book about Anger It will teach professionals the knowledge base of anger and how to run anger groups It will teach individuals and their loved ones how to understand their anger and how to gain control over it It is a book for professionals and lay people as well

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