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29 June, 2017 DAN SHAPIRO: So here we are trying to negotiate what might seem nonnegotiable. Why do these things feel so nonnegotiable? One reason is that we hold certain values and beliefs as sacred.

How to Resolve Any Argument—Even Nasty Political Ones

The United States, Iran, and other world powers are in the midst of negotiations over reviving the 2015 nuclear agreement, officially known as the Joint ...

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Does Iran Actually Want to Rejoin the Nuclear Deal?

Iran's president-elect staked out a hard-line position Monday in his first remarks since his landslide election victory, rejecting the possibility of meeting with President Joe Biden or negotiating ...

Iran president-elect takes hard line, refuses to meet Biden

These issues are nonnegotiable. They must pass ... Martin Heinrich and Ben Ray Luján not to negotiate with terrorists. That's what the GOP has become. No climate, no deal.

Climate and infrastructure belong together

Democrats are already running out of time to enact their agenda—and they're betting everything on

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Emotionally Charged

Police Reform, LGBTQ Rights, Voting:
The Disappearing Dem Agenda

Biden administration officials are insisting that the election of a hard-liner as Iran's president won't affect prospects for reviving the faltering 2015 nuclear deal with Tehran.

Iran's election unsettles Biden's hope for a nuclear deal

MARTIN: What's nonnegotiable?

CARDIN ... So I think we can't negotiate our children's safety, so we need to have affordable, safe child care. MARTIN: Is there a version of this bill that'll ...

Can Congress And The White House Reach A Bipartisan Deal On Infrastructure?

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“It’s nonnegotiable,” Raisi said of Iran’s ballistic missile program, adding that the U.S. “is obliged to lift all oppressive sanctions against Iran.”
Tehran’s fleet of attack ...

Iran’s new leader takes hard line, refuses to meet Biden

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Tehran’s fleet of attack aircraft ...

Iran’s president-elect says he won’t negotiate over missiles

President-elect Ebrahim Raisi, a conservative cleric, said that Iran’s ballistic missiles and its regional policies were “nonnegotiable ... s
pledge to refuse to negotiate on missile ...

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Iran's Incoming President Vows Tough Line on Missiles and Militias

“It's nonnegotiable,” Raisi said of Iran's ballistic missile program, adding that the U.S. “is obliged to lift all oppressive sanctions against Iran.” Tehran's fleet of attack aircraft ...

Iran president-elect takes hard line, refuses to meet Biden

Iran's president-elect says he's not willing to meet with President Joe Biden or negotiate over Tehran ... wants addressed. “It's nonnegotiable,” Raisi said of Iran's ballistic missile ...

Iran president-elect takes hard line, refuses to meet Biden

Raisi said Monday he wouldn't meet with President Joe Biden nor negotiate over Tehran's ballistic ...

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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 insight into the emotional undercurrents that too often sweep us 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

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book to reflect on and wrestle with, this book can change your life. Be warned: This book is not a quick fix. Real change takes work. You will learn how to master five emotional dynamics that can sabotage conflict outside your awareness: 1. Vertigo: How can you avoid getting emotionally consumed in conflict? 2. Repetition compulsion: How can you stop repeating the same conflicts again and again? 3. Taboos: How can you discuss sensitive issues at the heart of the conflict? 4. Assault on the sacred: What should you do if your values feel threatened? 5. Identity politics: What can you do if others use politics against you? In our era of discontent, this is just the book we need to resolve conflict in our own lives and in the world around us.

"Find out how to successfully resolve

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Resolve Your Most Emotionally Charged Conflicts

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 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 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,

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even a trivial argument with a family member 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 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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“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*

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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.

Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. Learn How to Resolve Your Most Emotionally Charged Conflicts Conflicts in relationships are a part of human 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

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relations. When you struggle with conflict in relationships, you may find just how difficult it is to 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 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 causes problems in relationships, and you'll learn the necessary steps to begin mending relationships today.

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Some negotiations are easy. Others are more difficult. And then there are situations that seem completely hopeless. Conflict is escalating, people 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 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 Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in

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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 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 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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A complement to the successful *The 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 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 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.

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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

We often assume that strategic negotiation requires us to wall off 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 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

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be strategic while also being real. Author Shirli Kopelman argues that this duality is 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 techniques that illuminate this approach; exercises along the way help readers to negotiate more naturally, positively, and successfully.

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