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Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle) Audio CD - Audiobook, April 4, 2016. by. Deepak Malhotra (Author) > Visit Amazon's Deepak Malhotra Page. Find all the books, read about the author, and more. See search results for this author.

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Feel free to revisit often, and to share this website with others in your organization & community. (The most recent videos are always on top.) If you want to learn more, here are my 2 award-winning & best-selling books on negotiation: Negotiation Genius. Negotiating the Impossible. Good luck to you in your future negotiations.

Negotiating The Impossible

His new book Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle) offers principles to apply in everyday life—whether negotiating job offers, resolving business disputes, or tackling obstacles in personal relationships. The following are excerpts from our conversation.

'Negotiating the Impossible': An Interview With Deepak

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“Packed with practical principles and illustrated with compelling examples, Negotiating the Impossible is one of the most useful and enjoyable negotiation books you will ever read!”

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Negotiation ...

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.

Negotiating the Impossible on Apple Books

What listeners say about Negotiating the Impossible. Average Customer Ratings. Overall. 4.5 out of 5 stars 4.4 out of 5.0 5 Stars 114 4 Stars 44 3 Stars 13 2 Stars 9 1 Stars 3 Performance. 4.5 out of 5 stars 4.4 out of 5.0 5 Stars 99 4 Stars ...

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In his new book, Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle) (Berrett-Koehler Publishers, 2016), Harvard Business School professor Deepak Malhotra examines this type of challenge, among many others, as he unveils strategies for negotiating in situations where deadlock or conflict seems insurmountable.

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