

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

By Daniel Shapiro

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“A masterpiece—clear, insightful, and practical.”—William Ury, coauthor of *Getting to Yes*

Harvard negotiation expert Daniel Shapiro introduces a groundbreaking method for resolving the most difficult of conflicts—from the political, to the professional, to the personal

As the shockwaves of the 2016 political cycle continue to reverberate, cooperation and reconciliation feel farther away now than ever—but there is a path forward. In *Negotiating the Nonnegotiable*, Daniel Shapiro introduces a powerful new approach for resolving conflict—one that goes beneath rationality to address the underlying emotional dynamics. Drawing on cutting edge advances in psychology and conflict resolution, he illuminates the five hidden forces that lure us toward impasse despite our better instincts, and presents a practical method to overcome them. The paperback edition of this landmark book is updated with practical material to help you apply the method to your own most difficult relations, especially in these turbulent times.

Negotiating the Nonnegotiable: How to Resolve Your Most Emotionally Charged Conflicts By Daniel Shapiro Bibliography

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Editorial Review

Review

“Quite simply, the best book I have ever read on negotiating in situations of extreme conflict.”

—**Matthew Bishop, *The Economist Group***

“Brilliant insights to the baffling conundrum of our age, intractable disputes of all kinds.”

—**Daniel Goleman, author *Emotional Intelligence***

“Shapiro exposes the myth that humans are primarily rational in their decision making. . . . More importantly, he discusses the conflicts between good and bad that take place in all of us. . . . The world has been enriched with another intelligent lecture on how we should interact with each other. Hopefully this time we will listen.”

—**Forbes**

“Daniel Shapiro gives you the tools to transform yourself.”

—**Rick Kleffel (KQED), *Rainbow Light* blog**

“I have recommended Shapiro’s book more than any other book I have read in quite some time.”

—**PsychCentral**

“A blueprint for successful negotiation.”

—**Booklist**

“Appealing to rationality isn’t always the best way to mend a rift; instead, both parties in a negotiation have to be willing to get in touch with the conflict’s more emotional underpinnings. In his book, *Negotiating the Nonnegotiable* [Shapiro] shares the strategies he’s used to help people in all kinds of settings access the core emotions driving their conflicts and reach mutually beneficial resolutions.”

—**Business Insider**

“A masterpiece—clear, insightful, and practical. . . . Highly recommended!”

—**William Ury, co-author of *Getting to Yes* and author of *Getting to Yes with Yourself***

“A must-read! Dan Shapiro’s *Negotiating the Nonnegotiable* offers bold, practical, and uplifting advice to reduce the turmoil of conflict and foster reconciliation in your professional and personal life.”

—**Michael Wheeler, Harvard Business School**

“Daniel Shapiro provides us with one of the most optimistic and compelling approaches to conflict resolution of our time.”

—**Howard W. Buffett, Lecturer in International and Public Affairs, Columbia University**

“With telling examples from the bedroom to the boardroom to the war room, this book gives us something invaluable—a way both to see the perils of identity conflict in negotiation and to avoid them.”

—**Robert Cialdini, Author of *Influence: The Psychology of Persuasion***

“*Negotiating the Nonnegotiable* is one of the most important books of our modern era.”

—**Jaime de Bourbon de Parme, Ambassador of the Netherlands to the Holy See**

“A life-changing book! If you are going to read one book this year to improve your life, choose *Negotiating the Nonnegotiable*.”

—**Simona Baciú, Founder and President, Transylvania College**

“A modern masterpiece! Bold and compelling from the first page. . . . Every leader should read it and live by it.”

—**Katherine Garrett-Cox, CEO, Alliance Trust Investments**

“*Negotiating the Nonnegotiable* is sure to be required reading for diplomats and peace-builders alike.”

—**Nancy Lindborg, President, United States Institute of Peace**

“Those seeking peaceful resolutions should keep this book on a bedside table.”

—**David Gergen, former White House adviser; Co-director, Center for Public Leadership, Harvard Kennedy School of Government**

About the Author

Daniel L. Shapiro is a world renowned expert on the psychology of conflict resolution. Named one of Harvard's top 15 professors by *The Harvard Crimson*, he founded and directs the Harvard International Negotiation Program and regularly advises everyone from hostage negotiators to families in crisis, disputing CEOs to clashing heads of state.

Users Review

From reader reviews:

David Simpson:

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