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**HOW TO BREAK DEADLOCKS AND  
RESOLVE UGLY CONFLICTS  
WITHOUT MONEY OR MUSCLE**



# **NEGOTIATING THE IMPOSSIBLE**

**DEEPAK MALHOTRA**  
HARVARD BUSINESS SCHOOL

# Negotiating The Impossible

**Deepak Malhotra**



## **Negotiating The Impossible:**

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behind the scenes stories of fascinating real life negotiations including drafting of the US Constitution resolving the Cuban Missile Crisis ending bitter disputes in 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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