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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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This book shows how to defuse even the most potentially explosive situations and to find success when things seem impossible. In Negotiating the Impossible , I draw out scores of actionable lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting of the U.S. Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL and NHL, and ...

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