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In *Negotiating the Nonnegotiable*, Daniel Shapiro introduces a

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powerful new
approach for resolving
conflict—one that goes
beneath rationality to
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dynamics. Drawing on
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illuminates the five
hidden forces that lure
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despite our better instincts, and presents a practical method to overcome them.

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“Appealing to rationality isn’t always the best way to mend a rift; instead,

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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

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conflicts and reach mutually beneficial resolutions.”

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resolve the most emotionally charged conflicts. In this landmark book, harvard's world-renowned negotiator Daniel Shapiro presents an innovative, practical method of reconciling your most contentious relationships and unravelling your most complex conflicts.

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The moment you feel
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transform your conflict

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into an adversarial battle, turning even a straightforward disagreement into an emotional uproar. In *Negotiating the Nonnegotiable*, you will learn a powerful, proven approach to overcome these forces, reconcile your relations, and reach agreement in even your most challenging

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“Appealing to
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[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."

Negotiating the
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Released: 8/20/2020.

Negotiating the
Nonnegotiable
by
Daniel Shapiro offers
insights into a new
framework that can be
applied to solve
stubborn conflicts in
both our personal and
professional lives.

This audio-only
summary distills the
framework into
digestible lessons,

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emphasizing the importance of the “tribal mind” while also illustrating how we actively address emotional pain and the role of identity in conflict resolution.

Negotiating the
Nonnegotiable
(Blinkist Summary)

In Negotiating the
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Shapiro provides a helpful framework to understand identity via the five pillars (BRAVE) - beliefs, rituals, allegiances, values and emotionally meaningful experiences - and how conflicts can occur when one of these are threatened.

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