



Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle)

Deepak Malhotra

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Some negotiations are easy. Others are more difficult. And then there are situations that seem hopeless. Conflict is escalating, people are getting aggressive, and no one is willing to back down. To top it off, you have little power, money, or other resources to work with. Harvard professor (and negotiation advisor to organizations around the world) Deepak Malhotra shows how to defuse even the most potentially explosive situations and to find success when things seem impossible. Malhotra illustrates key lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting the US Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL, and beating the odds in complex business situations, while showing how these same principles and tactics can be applied in everyday life.

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