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Roger Fisher

coauthor of the bestselling GETTING TO YES

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HARVARD NEGOTIATION PROJECT

# Beyond Reason Using Emotions As You Negotiate

**Leonard L. Riskin**



## **Beyond Reason Using Emotions As You Negotiate:**

**Beyond Reason** Roger Fisher, Daniel Shapiro, 2005-10-06 Written in the same remarkable vein as *Getting to Yes* this book is a masterpiece Dr Steven R Covey author of *The 7 Habits of Highly Effective People* Winner of the Outstanding Book Award for Excellence in Conflict Resolution from the International Institute for Conflict Prevention and Resolution In *Getting to Yes* renowned educator and negotiator Roger Fisher presented a universally applicable method for effectively negotiating personal and professional disputes Building on his work as director of the Harvard Negotiation Project Fisher now teams with Harvard psychologist Daniel Shapiro an expert on the emotional dimension of negotiation and author of *Negotiating the Nonnegotiable* How to Resolve Your Most Emotionally Charged Conflicts In *Beyond Reason* Fisher and Shapiro show readers how to use emotions to turn a disagreement big or small professional or personal into an opportunity for mutual gain

**Beyond Reason** Roger Fisher, 2005      **Beyond Reason** Roger Fisher, Daniel Shapiro, 2006-03-01      **Building Agreement** Daniel Shapiro, Roger Fisher, 2015-01-22 Whether you re negotiating with an angry boss or a difficult colleague or indeed a stubborn teenager you can learn to use your emotions to help you achieve the result you want Building Agreement shows you how to control the five core concerns that motivate people Express appreciation for what others think feel or do Build affiliation and turn an adversary into a colleague Respect autonomy in others and gain autonomy in return Acknowledge status and simultaneously establish your own worth Choose a fulfilling role during the process of negotiating Using the latest research of the Harvard Negotiation Project the group that brought you the groundbreaking book *Getting to Yes* this is a superbly practical guide to mastering essential negotiating skills Originally published in hardback under the title *Beyond Reason*      *Negotiating the Nonnegotiable* Daniel Shapiro, 2017-03-07 One of the most important books of our modern era Amb Jaime de Bourbon For anyone struggling with conflict this book can transform you *Negotiating the Nonnegotiable* takes you on a journey into the heart and soul of conflict providing unique insight into the emotional undercurrents that too often sweep us out to sea With vivid stories of his closed door sessions with warring political groups disputing businesspeople and families in crisis Daniel Shapiro presents a universally applicable method to successfully navigate conflict A deep provocative book to reflect on and wrestle with this book can change your life Be warned This book is not a quick fix Real change takes work You will learn how to master five emotional dynamics that can sabotage conflict outside your awareness 1 Vertigo How can you avoid getting emotionally consumed in conflict 2 Repetition compulsion How can you stop repeating the same conflicts again and again 3 Taboos How can you discuss sensitive issues at the heart of the conflict 4 Assault on the sacred What should you do if your values feel threatened 5 Identity politics What can you do if others use politics against you In our era of discontent this is just the book we need to resolve conflict in our own lives and in the world around us      **An Asian Perspective on Mediation** Joel Lee, Hwee Hwee Teh, 2009 The prevailing mediation model and process is drawn primarily from the West For a long time there has been a call for conflict management

approaches that are more appropriate for the Asian context This book answers the call by identifying cultural values and norms that affect how conflicts may be perceived through Asian lenses and how conflict management processes and practices should be structured Tradecraft Primer Paul Charles Topalian,2017-07-27 Tradecraft Primer A Framework for Aspiring Interrogators is a timely and relevant reference manual for a new generation of professionals as we enter a new era in our nation s interrogation programs A must read for anyone thinking of entering the interrogation profession whether in law enforcement the military or intelligence it provides fresh *Client Science* Marjorie Corman Aaron,2012-05-04 In BClient Science Marjorie Corman Aaron helps lawyers to effectively communicate with their clients particularly when delivering bad news or other legal realities Beyond the Courtroom Hal Abramson,2020-11-03 Beyond the Courtroom provides a compilation of articles and chapters by a dispute resolution scholar who has made remarkable contributions over his thirty year career Professor Abramson has focused his research and practice on parties trying to resolve their own disputes This book includes publications that have contributed to launching the then new field of mediation representation with special attention on how attorneys as gate keepers to mediation can effectively represent clients The book also includes his original publications that have contributed to the emerging field of intercultural and international mediation and the already robust and mature field of negotiations **Dispute Resolution Journal** ,2005 The Conference Board Review ,2006 **Journal of Education for Social Work** ,2006 **Building the Emotionally Learned Negotiator** Erin Ryan,2008 This piece reviews three recent books on the significance of emotion in negotiation and dispute resolution Fisher Peter Ladd Mediation Conciliation and Emotion A Practitioner s Guide for Understanding Emotions in Dispute Resolution and Lacey Smith Get It Street Smart Negotiation at Work How Emotions Get You What You Want situating each work within a theory of practice for emotionally learned negotiators After discussing the how the appearance of emotional sterility became synonymous with professionalism and the toll this has taken on professional interaction the piece sets forth a functional theory of emotion in negotiation based on four elements emotion as 1 ether 2 obstacle 3 episteme and 4 instrument To cast emotion as ether the ether of human experience is to understand the inevitability of emotional impacts on negotiated exchange For many emotion in negotiation is encountered as an obstacle that which obstructs mechanical application of established negotiating techniques The more sophisticated negotiator recognizes emotionality as episteme the medium of insight by which we consult interests and hypothesize about others a means for better understanding herself the people she deals with and a good deal else about the world Finally the emotionally learned negotiator uses emotion not only epistemologically but also instrumentally as a tool for achieving desired ends taking affirmative steps to help manage the emotional climate within a negotiation She uses her emotional skills to mitigate undesired emotions and engender preferred emotions within herself and other participants to soothe bolster win respect build trust and encourage creativity The emotionally learned negotiator thus uses emotions not only as tools of knowing but as instruments of persuasion The new

series of books on the subject offer strategies by which negotiators can learn to better integrate emotional skills into negotiation among the most emotionally charged of professional spheres While the three books share the central premise that emotionality plays a critical role in the unfolding dynamics of all negotiations each offers its own primary lesson Lacey Smith's business oriented *Get It* examines how the emotions of hope and fear can be both tools and obstacles to the interest based bargaining method we first learned in Roger Fisher's classic *Getting to Yes* Fisher and Shapiro's *Beyond Reason* takes the *Getting to Yes* method to the next level of sophistication providing a taxonomy of core emotional concerns that underlie individual negotiators behavior and with it a Seven Elements like structure from which to prepare advance and overcome emotional obstacles in each negotiating context Peter Ladd's *Mediation Conciliation and Emotions* expands the analysis of emotional content in a negotiation from the individual to the shared experience exploring the establishment of emotional climates that arise between individuals and offering empirically based counsel for mediators and conciliators about how to help remedy undesirable emotional climates and create emotional climates more conducive to problem solving No book has all the answers we need but each makes a valuable contribution to the field

**Ohio State Journal on Dispute Resolution**, 2017 **Ethics in the Expanding World of ADR**, 2008 **The Psychology of Resolving Global Conflicts: Nature vs. nurture** Mari Fitzduff, Chris E. Stout, 2006 Reveals the psychological intricacies of war conflict resolution and peace Part of the Contemporary Psychology series this book addresses ethnic conflict torture and humiliation as a weapon and how issues related to religion and gender contribute to violent conflict

□□□□□□2015□2□□ □□□□□□□□□□□□, 2015-02-01 360 Rich Lesser Harvard Business Review, 2005 The Best Interests of the Child, 2008 Dispute Resolution and Lawyers Leonard L. Riskin, 2009 The Fourth Edition of this coursebook is updated with the latest in scholarly practitioner and judicial thinking in all major areas of ADR This includes information management in negotiation the Revised Model Standards of Conduct for Mediators and three recent U S Supreme Court arbitration cases including the landmark *Hall Street Associates v Mattel* The arbitration chapter also includes a new section on arbitration confidentiality

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