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Beyond Reason: Using Emotions as You Negotiate. Authors: Roger Fisher and Daniel Shapiro People negotiate every day for different purpose, and each day they experience emotions, both positive and

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negative. When negotiating formally or informally, people often don't know how to handle these ever-present emotions -- their own or those of the other person.

Beyond Reason: Using Emotions as You Negotiate

Introduction Beyond Reason is an analysis of the role emotion plays during the

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This book by Roger Fisher and Dan Shapiro shows the versatility and brilliance of the

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Harvard Negotiation Project. After decades of teaching us that negotiation and also mediation is a matter of focus on 'process, interests, needs and substance' we are now told that 'emotions' have a unique and powerful influence upon the negotiation and the results of the negotiation.

Beyond Reason: A Framework For Use

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Of Emotions In ...

THE "BEYOND REASON"

PREPARATION GUIDE.

THE "BEYOND REASON"

PREPARATION GUIDE.

Purpose of this guide.

Almost any negotiation involves dealing with

people. This means

that emotions will be

involved - yours and

theirs. Careful

preparation on

emotions can enhance

your negotiation

Get Free Beyond Reason Using Emotions As You Negotiate effectiveness. Four parts to the guide.

THE “BEYOND REASON” PREPARATION GUIDE

(Redirected from Beyond Reason: Using Emotions as You Negotiate) Roger D. Fisher (May 28, 1922 – August 25, 2012) was Samuel Williston Professor of Law emeritus at Harvard Law School and director of the Harvard

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Negotiation Project.

Roger Fisher (academic) - Wikipedia

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.

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The following is negotiation advice drawn from a case study of conflict resolution and management: To guard against acting irrationally or in ways that can harm you, authors of Beyond Reason: Using Emotions As You Negotiate Roger Fisher

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and Daniel Shapiro advise you to take your emotional temperature during a negotiation. Specifically, try to gauge whether your emotions are manageable ...

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