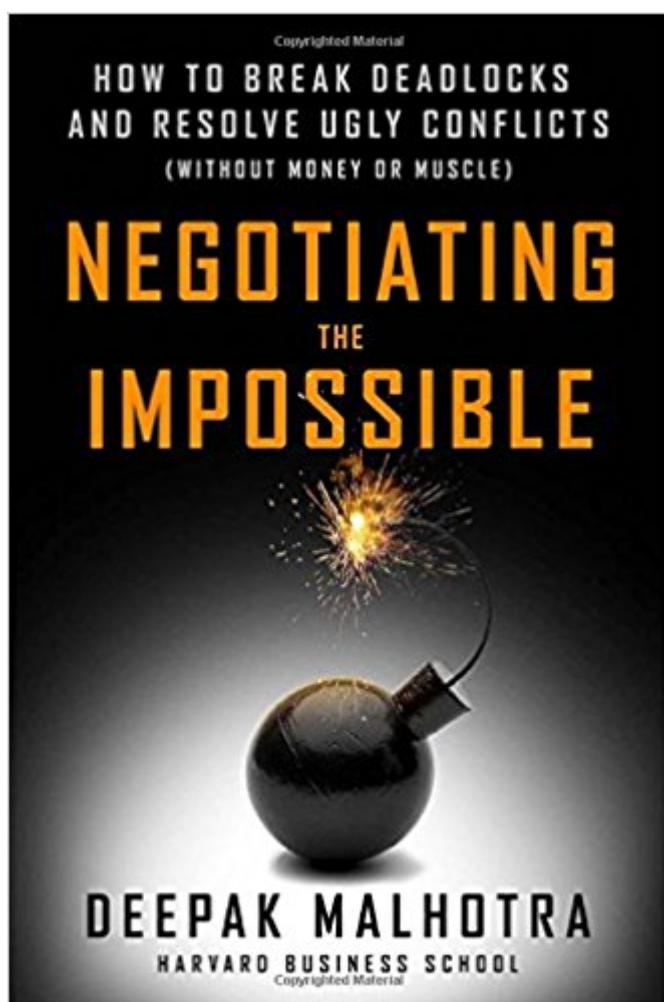


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# Negotiating The Impossible: How To Break Deadlocks And Resolve Ugly Conflicts (without Money Or Muscle)



## Synopsis

Some negotiations are easy. Others are more difficult. And then there are situations that seem completely hopeless. Conflict is escalating, people are getting aggressive, and no one is willing to back down. And to top it off, you have little power or other resources to work with. Harvard professor and negotiation adviser Deepak Malhotra shows how to defuse even the most potentially explosive situations and to find success when things seem impossible. Malhotra identifies three broad approaches for breaking deadlocks and resolving conflicts, and draws out scores of actionable lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting of the US Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL and NHL, and beating the odds in complex business situations. But he also shows how these same principles and tactics can be applied in everyday life, whether you are making corporate deals, negotiating job offers, resolving business disputes, tackling obstacles in personal relationships, or even negotiating with children. As Malhotra reminds us, regardless of the context or which issues are on the table, negotiation is always, fundamentally, about human interaction. No matter how high the stakes or how protracted the dispute, the object of negotiation is to engage with other human beings in a way that leads to better understandings and agreements. The principles and strategies in this book will help you do this more effectively in every situation.

## Book Information

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## Customer Reviews

Ã¢â€”Easily the best negotiation book I have ever read. If you are involved in high-stakes

negotiation, Negotiating the Impossible will give you actionable nonintuitive ideas that will positively impact your future.â•- Bill Gurley, venture capitalist and General Partner, Benchmarkâ•“Packed with practical principles and illustrated with compelling examples,â• Negotiating the Impossible is one of the most useful and enjoyable negotiation books you will ever read!â•- William Ury, coauthor of Getting to Yesâ•“Negotiating the Impossible delivers on its promise. By using historically significant, seemingly intractable negotiations as examples, Malhotra provides practical lessons for the everyday negotiations in your lifeâ• including the three surprising â•“elevers’ at your service when the use of force is not a viable option. This book is magic for any deal maker.â•- Daniel H. Pink, author of Drive and To Sell Is Humanâ•“Deepak Malhotra has done what few others could do: he draws upon the lessons of history to demonstrate that even the worst conflicts can be resolved. This book is especially significant because it gives both the inspiration and the tools you need to tackle extremely difficult negotiations.â•â•• David Gergen, Senior Political Analyst, CNN; adviser to four US presidents; and Codirector, Center for Public Leadership, Harvard Kennedy Schoolâ•“If you want the best advice on how to negotiate when it looks like a deal can’t be done, then Negotiating the Impossible is a must. It’s filled with great strategies you can immediately put to use in your business and personal lives. It’s also an extremely entertaining, thought-provoking book that you won’t want to put down.â•- Tyra Banks, CEO, TYRA Beauty, and creator of America’s Next Top Modelâ•“If only we could lock the world’s leaders in a room to read this book. Professor Malhotra’s analysis of how negotiators can achieve the best possible outcomes for all sides is revelatory. It also starkly highlights what’s missing in current negotiationsâ• whether on refugees, on peace in Syria, or on Eurozone debt. This is a must-read for all practitioners of politics and public service.â•- Ngaire Woods, Founding Dean, Blavatnik School of Government, University of Oxford, and adviser to the IMF Board, UNDP’s Human Development Report, and Commonwealth Heads of Governmentâ•“Professor Malhotra is a rare academic with real expertise in the world of negotiation and diplomacy. He gets his hands dirty and has worked behind the scenes on some of the most difficult negotiations of our time. Professor Malhotra sees what others don’t seeâ• and he has written it all down in Negotiating the Impossible.â•- Jonathan Powell, former Chief of Staff to Tony Blair; chief British negotiator on Northern Ireland; founder of Inter-Mediate; and author of Talking to Terroristsâ• Negotiating the Impossible is a tour de force. Professor Malhotra is both a leading academic and an amazing storyteller; he has also been in the trenches and knows firsthand what it takes to tackle even the most difficult of situations. Whether you’ve done one deal or a

hundred, this book will change how you negotiate. I will be giving it to everyone on my team.â€• Vinod Khosla, venture capitalist and founder of Khosla Venturesâ€•

Bestselling author and Harvard Business Schoolâ€• professor Deepak Malhotra shows how to tackle evenâ€• the most difficult, deadlocked, seemingly unsolvableâ€• conflicts.

I actually like the last book I read better ("Never split the difference") on negotiating but this is a good one too.

Another fantastic book by Deepak Malhotra. This book reminds us that negotiators are humans, using both real world examples (sports, entertainment, healthcare, technology, history, international relations, etc) and a few key principles. Having seen Malhotra teach (put this on your bucket list!), I especially appreciated the teaching tidbits he incorporated into the book. As someone who teaches negotiations to MBAs, I learned a lot!

This book is as fun to read as it is original and informative! A must-have for anyone looking to improve their negotiation skills.

Highly readable and applicable negotiating principles for all manner of interactions and conflicts though mostly for business. The author keeps the strategies and techniques interesting by framing them in the context of larger conflicts in which they were applicable.

Highly recommended to read for everyone seeking to resolve impasse and deadlock, major or minor, in both their personal life and career.

Besides some very interesting ways to look at difficult negotiations this book also has very interesting historical negotiations.

Excellent. The chapters on empathy are particularly insightful and powerful. A valuable addition to any negotiator's toolkit.

It does not get any better than this, in terms of a book that you will come away changed for the better for having read it. Worth rereading.

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