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Negotiating the Impossible

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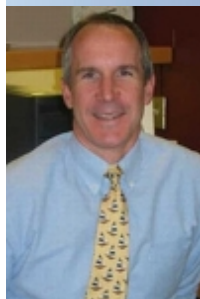
Harvard Business School professor Deepak Malhotra shows how to tackle seemingly unsolvable conflicts

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.

AUTHOR

Homer Hickam (also known as Homer H. Hickam Jr.) is the bestselling and award-winning author of many books, including the #1 New York Times memoir *Rocket Boys*, which was adapted into the popular film *October Sky*. A writer since grade school, he is also a Vietnam veteran, a former coal miner, a scuba instructor, an avid amateur paleontologist, and a retired engineer. He lives in Alabama and the Virgin Islands.

READ BY



Wes Bleed is a former Chicago broadcaster and journalist who now works as a voiceover talent and communications consultant. He also conducts media- and speech-presentation-skills trainings and produces videos and web content for clients. For more information, visit wesbleed.com.