



# **Beyond Reason: Using Emotions as You Negotiate (Paperback) - Common**

*By (author) Daniel Shapiro By (author) Roger Fisher*

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By (author) Daniel Shapiro By (author) Roger Fisher

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The author of "Getting to Yes" teams with Harvard psychologist Daniel Shapiro to 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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