

This groundbreaking book views conflict as a mirror of our own lives and attitudes. Bringing East and West together in a spiritually practical approach to negotiation and conflict prevention, The Tao of Negotiation teaches us how to regain and maintain our sense of personal power in all forms of negotiation and how to use that power wisely and compassionately--with the aim of maximizing harmony and understanding in our business and personal lives. Readers can immediately use the techniques in The Tao Negotiation to improve communication skills, defuse potential conflicts, and pave the way for peaceful and rewarding interactions in their business and personal lives.

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