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In Negotiating the Nonnegotiable, Harvard negotiation expert Daniel Shapiro introduces a groundbreaking method to bridge the toughest divides--whether with family members, colleagues, or in the polarized world of politics. He reveals the hidden power of identity in fueling conflict, and presents a practical framework to reconcile even the most contentious situations.

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[Negotiating the Nonnegotiable by Daniel Shapiro...](#)

Released. 8/20/2020. Negotiating the Nonnegotiable by Daniel Shapiro offers insights into a new framework that can be applied to solve stubborn conflicts in both our personal and professional lives. This audio-only summary distills the framework into digestible lessons, emphasizing the importance of the " tribal mind " while also illustrating how we actively address emotional pain and the role of identity in conflict resolution.

[Negotiating the Nonnegotiable \(Blinkist Summary\)](#)

In Negotiating the Nonnegotiable, Shapiro provides a helpful framework to understand identity via the five pillars (BRAVE) - beliefs, rituals, allegiances, values and emotionally meaningful experiences - and how conflicts can occur when one of these are threatened.

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