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Difficult Conversations

[HOW TO DISCUSS
WHAT MATTERS MOST]

Updated with Answers to the 10 Most Frequently Asked
Questions About Difficult Conversations

DOUGLAS STONE • BRUCE PATTON • SHEILA HEEN
OF THE HARVARD NEGOTIATION PROJECT

With a foreword by Roger Fisher, coauthor of GETTING TO YES

Managing Difficult Conversations Harvard

Joacim Rocklöv



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