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Project.. The book suggests a method of principled negotiation consisting of "separate the people from the problem"; "focus on interests ...

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One of the primary business texts of the modern era, it is based on the work of the Harvard Negotiation Project, a group

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### **Getting to Yes: Negotiating Agreement Without Giving In**

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## **Paperback ...**

Christopher W. Moore is a Partner of CDR Associates an international collaborative decision making, conflict management and dispute resolution system design firm based in Boulder, Colorado. He has worked in the fields of international negotiation, multi-party decision-making and conflict



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management for over twenty-five years.

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...

It also seems to be a helpful resource for introducing others to the topic and helping groups, organizations, and communities consider getting more

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**The Little Book of Circle Processes -  
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Yet, we do not regard such options as conflict resolution. And they do not resolve a conflict, anyway. The conflict remains; it may or may not just lose its intensity. Conflict negotiation intervenes directly in the relationships of power, authority and influence within the group (French and Bell 1999).

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“Conflict resolution ... by an action plan in which a recent example of a relationship conflict is identified and dealt with using the above conflict



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