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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

Difficult Conversations How To Discuss What Matters Most

Scott C. Dulebohn



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