

**Correlation Guide:** *NEGOTIATION & CONFLICT RESOLUTION IN ORGANIZATIONS: Theories, Skills, & Applications* by Andrew DuBrin with *Negotiation Insights Series* created by Professor Deepak Malhotra (HBS) via YouTube.com

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1. [How to Negotiate on Zoom: Challenges & Solutions](#)  
[Deepak Malhotra](#) Goes with Chapters 5 & 9
2. [Introduction - Negotiation Insights Series - Prof Deepak Malhotra \(HBS\)](#)  
[Deepak Malhotra](#) Goes with Chapters 1
3. [The Right Mindset for Negotiation - Negotiation Insights Series](#)  
[Deepak Malhotra](#) Goes with Chapters 2
4. [Why \(& How\) to Interpret Demands as Opportunities in Negotiation](#)  
[Deepak Malhotra](#) Goes with Chapters 4
5. [How to Respond When the Customer Says Your Price is Too High](#)  
[Deepak Malhotra](#) Goes with Chapters 5
6. [Negotiating with "Irrational" People](#)  
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7. [Process Before Substance - Negotiation Insights Series](#)  
[Deepak Malhotra](#) Goes with Chapters 2
8. [5 Mistakes to Avoid When Preparing for Negotiation](#)  
[Deepak Malhotra](#) Goes with Chapters 2
9. [Negotiating From a Position of Weakness - A key insight](#)  
[Deepak Malhotra](#) Goes with Chapters 2
10. [A Technique for Detecting Lies in Negotiation \(& Elsewhere\)](#)  
[Deepak Malhotra](#) Goes with Chapters 7
11. [How to Walk Away When the Other Side Wants to Shop Around](#)  
[Deepak Malhotra](#) Goes with Chapters 4
12. [Patience vs Persistence vs PerSEVerance - Negotiation Insights Series](#)  
[Deepak Malhotra](#) Goes with Chapters 6
13. [Stop Arguing About What Each Side Wants - Negotiation Insights Series](#)  
[Deepak Malhotra](#) Goes with Chapters 4

14. [Why Great Negotiators Safeguard Their Credibility at All Costs](#)  
[Deepak Malhotra](#) Goes with Chapters 7
15. [The 3 Barriers You Need to Overcome for Negotiations to Succeed](#)  
[Deepak Malhotra](#) Goes with Chapters 5
16. [Some Advice on How to Give Advice: 2 Tips](#)  
[Deepak Malhotra](#) N/A
17. [Making Sure Your Concessions are Rewarded, not Exploited](#)  
[Deepak Malhotra](#) Goes with Chapters 4
18. [Don't Just Prepare Your Arguments, Prepare Your Audience](#)  
[Deepak Malhotra](#) Goes with Chapters 2
19. [5 Reasons Not to Treat Negotiation Like a Game of Chess](#)  
[Deepak Malhotra](#) Goes with Chapters 5
20. [Smart Leaders Don't Reward People for Coming Up with the Right Answer](#)  
[Deepak Malhotra](#) N/A
21. [How to Negotiate When All Previous Attempts Have Failed](#)  
[Deepak Malhotra](#) Goes with Chapters 5
22. [3 Tips for Making Concessions in Negotiation](#)  
[Deepak Malhotra](#) Goes with Chapters 4
23. [One Crucial Objective for Your Toughest Negotiations](#)  
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24. [3 Smart Alternatives to Lying in Negotiation](#)  
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25. [How to Use "One Last Thing" as Leverage in Negotiation](#)  
[Deepak Malhotra](#) Goes with Chapters 4
26. [Strike the Right Balance: Assertive on Deal Value, Flexible on Deal Structure](#)  
[Deepak Malhotra](#) Goes with Chapters 5
27. [Leading & Negotiating During a Crisis: 5 Tips](#)  
[Deepak Malhotra](#) N/A
28. [How to Fail Smarter in Difficult Negotiations](#)  
[Deepak Malhotra](#) Goes with Chapters 5

29. [3 Key Objectives When Negotiating the Process](#)  
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30. [The Importance of Why, How & When in Negotiations](#)  
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31. [Advice for When You're Not Negotiating with the Final Decision Maker](#)  
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32. [Don't Let Your Negotiations End at "No"](#)  
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33. [Avoid Strategic Mistakes by Mapping out the Negotiation Space](#)  
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34. [Negotiator Beware: Don't Assume They Understand the Signals You're Sending](#)  
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35. [When to Use Ultimatums & When to Avoid Them](#)  
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36. [When Negotiating, Don't Let Your Offer Speak for Itself](#)  
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37. [A Strategy for Avoiding Future Conflict: Normalize the Process](#)  
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38. [The Benefit of Honestly Revealing Your Priorities in Negotiation](#)  
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40. [Why \(& How\) to Avoid Surprising the Other Side in Negotiations](#)  
[Deepak Malhotra](#) Goes with Chapters 7