

Managing Difficult Conversations Harvard

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Read more on Conflict or related topic Difficult conversations Sarah Green Carmichael is a former executive editor at Harvard Business Review. Follow her on Twitter at @skgreen.

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Why We Fall for the Good Cop, Bad Cop Negotiation Tactic. Why is the good cop, bad cop negotiation strategy often so effective? The tactic preys on our tendency to like people who agree with us and seem similar to us, an effect that's heightened by the presence of a good guy's demanding partner.

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