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Shapiro recommends that the White House and Congressional Democrats have a very small number of senior staff—one or two people on each side—meet to brainstorm creative solutions. Because the budget negotiations have been as leaky as a sieve, the fewer the number of people present, the better.

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Creative Negotiation. Creative negotiation involves looking for the hidden opportunities presented by challenges. An integral part of this creative effort requires that possible solutions meet the needs of each stakeholder. The task at hand involves overcoming at least four difficulties.

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