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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 that deals with all levels of negotiation and conflict resolution. Getting to Yes offers a proven, step-by-step strategy for coming to mutually acceptable agreements in every sort of conflict. Thoroughly updated and revised, it offers readers a straight- forward, universally applicable method for negotiating personal and professional disputes without getting angry-or ...

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Getting to Yes: Negotiating Agreement Without Giving In ...

These six integrative negotiation skills can help you on your journey of getting to yes. 1. Separate the people from the problem.. In negotiation, it's easy to forget that our counterparts have feelings,... 2. Focus on interests, not positions.. We tend to begin our negotiation by stating our ...

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Getting to Yes is a straightforward, universally applicable method for negotiating personal and professional disputes without getting taken -- and without getting angry. It offers a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict -- whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats.

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Praise for Getting to S "Getting to YES has an unrivaled place in the literature of dispute resolution. No other book in the field comes close to its impact on the way practitioners, teachers, researchers, and the public approach negotiation."-National Institute for Dispute Resolution Forum I. "Getting to YES is a highly readable .andpractical primer on the fundamentals of negotiation.

Getting to Yes_ Negotiating Agreement Without Giving In ...

Getting to YES Negotiating an agreement without giving in Roger Fisher and William Ury With Bruce Patton, Editor Second edition by Fisher, Ury and Patton RANDOM HOUSE BUSINESS BOOKS. 2 GETTING TO YES The authors of this book have been working together since 1977.

Getting to YES

Getting to Yes: Negotiating Agreement Without Giving is a book written by Roger Fisher and William Ury. This summary was originally written by Tanya Glaser, member of Conflict Research Consortium. In Getting to yes, the authors Fisher and Ury describe the four principles at the base effective negotiations.

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Getting to yes summary - The art of negotiation - Sitraka ...

Summary of Getting to Yes: Negotiating Agreement Without Giving In By Roger Fisher, William Ury and for the second Edition, Bruce Patton Summary written by Tanya Glaser, Conflict Research Consortium Citation: Fisher, Roger and William Ury. Getting to Yes: Negotiating Agreement Without Giving In, 3rd ed. New York, NY: Penguin Books, 2011. .

Summary of "Getting to Yes: Negotiating Agreement Without ...

Method of principled negotiation "Separate the people from the problem". The first principle of Getting to Yes –"Separate the people from the... "Focus on interests, not positions". The second principle—"Focus on interests, not positions"—is about the position that... "Invent options for mutual ...

Getting to Yes - Wikipedia

Getting to Yes – Negotiating Agreement Without Giving In by Roger Fisher and William Ury was first published in 1981. The title has become a classic read for any novice interested in learning negotiation skills. While the book is still a very useful read, the reader should be aware that negotiation theory has not remained static.

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Getting To Yes - Book Review & Summary | Negotiation Experts

Getting to Yes: Negotiating Agreement Without Giving In by Roger Fisher, William Ury and Bruce Patton is a negotiating guide with a method developed in the Acheter Kamagra Holland Harvard Negotiation Project, which is called principled negotiation. The principled trading method can be used in virtually any negotiation.

Summary Of Getting To Yes Negotiating Agreement Without ...

A “getting to yes” negotiating agreement approach provides a concise strategy for arriving at mutually acceptable agreements in every kind of conflict – whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats.

What is Getting To Yes: Negotiating Agreement Success ...

One of the primary business texts of the modern era, it is based on the work of the Harvard Negotiation Project, a group that deals with all levels of negotiation and conflict resolution. Getting to Yes offers a proven, step-by-step strategy for coming to mutually acceptable agreements in every sort of conflict.

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“ Getting to Yes is a highly readable and practical primer on the fundamentals of negotiation. All of us, as negotiators dealing with personal, community, and business problems need to improve our skills in conflict resolution and agreement making. This concise volume is the best place to begin.”

Getting to Yes: Negotiating Agreement Without Giving In by ...

Getting to Yes: Negotiating Agreement Without Giving In [Fisher, Roger, Ury, William L., Patton, Bruce] on Amazon.com. *FREE* shipping on qualifying offers. Getting to Yes: Negotiating Agreement Without Giving In

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72Reviews. "Since it was first published in 1981 Getting to Yes has become a central book in the Business Canon: the key text on the psychology of negotiation. Its message of "principled negotiations"--Finding acceptable compromise by determining which needs are fixed and which are flexible for negotiating parties--has influenced generations of businesspeople, lawyers, educators and anyone who has sought to achieve a win-win situation in arriving at an agreement.

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