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Getting to Yes: Negotiating Agreement Without Giving In

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Getting to Yes: Negotiating Agreement Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher and William L. Ury. Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list. The book suggests a method called principled ...

Getting to Yes - Wikipedia

Getting to Yes is a classic of negotiation literature. William Ury and Roger Fisher, the authors, shifted the way the Western world

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thinks and teaches negotiation tactics and techniques, helping to go from a model of pure strength and power, to one of collaboration and win-win.

Getting to Yes: Summary + PDF | The Power Moves

A revised edition of this landmark book from the early-eighties. Arguably still a worthwhile introductory read for today's novice negotiator. Our summary and book review follows. Getting to Yes - Negotiating Agreement Without Giving In by Roger Fisher and William Ury was first published in 1981.

Getting To Yes - Book Review & Summary | Negotiation Experts

Access PDF Getting To Yes Fisher Revised Edition Getting To Yes Summary provides a free book summary, key takeaways, review, top quotes, author biography and other vital points of Roger Fisher, William Ury and Bruce M. Patton's book. This book

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Getting To Yes explains the key to effective negotiation. It's a step-by-step guide. Page 13/24

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GETTING TO YES The authors of this book have been working together since 1977. Roger Fisher teaches negotiation at Harvard Law School, where he is Williston Professor of Law and Director of the Harvard Negotiation Project. Raised in Illinois, he served in World

Getting to YES

In their revolutionary book Getting to Yes: Negotiating Agreement Without Giving In (Penguin, 3rd edition, 2011), Roger Fisher, William Ury, and Bruce Patton introduced the world to the possibilities of mutual-gains negotiation, or integrative negotiation. The authors of Getting to Yes explained that negotiators don't have to choose between either waging a

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Six Guidelines for “Getting to Yes” - PON - Program on ...

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Getting to Yes : Negotiating Agreement Without Giving In

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Getting to Yes by Roger Fisher, William Ury, and Bruce Patton is a guide to using principled negotiation techniques, rather than positional bargaining that makes for less successful negotiations. Positional bargaining occurs when two people argue over a particular concession, usually reaching an arbitrary compromise.

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