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~~at~~ **Getting to Yes by Roger**

~~Dee~~ **Fisher Getting to yes in the**

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~~Negotiating~~ **Agreement**

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

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universally applicable  
method for negotiating  
personal and professional  
disputes without getting  
angry-or ...

## **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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Getting to Yes offers a straightforward, universally applicable method for negotiating personal and professional disputes without getting taken and without getting angry. This worldwide bestseller by William Ury provides a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict.

**William Ury | Getting to  
Yes: Negotiating Agreement**

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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**

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Getting to YES Negotiating an agreement without giving

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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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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:  
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Method of principled Giving  
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

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negotiation skills. While the book is still a very useful read, the reader should be aware that negotiation theory has not remained static.

## **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 Harvard Negotiation Project, which is called principled negotiation. The principled trading method can be used in virtually any

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## **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

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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.

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

“ 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

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[Fisher, Roger, Ury, William  
L., Patton, Bruce] on  
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Getting to Yes: Negotiating  
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72Reviews. "Since it was



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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.

## **Getting to Yes: Negotiating Agreement Without Giving in**

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Getting to Yes offers a

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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 getting taken.

**Getting to Yes by Roger  
Fisher, William L. Ury,  
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