# **NEGOTIATING TO YES**



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Negotiating to Yes is made up of distinct, yet integrated, core modules delivered in a class room environment or a combination of conventional and electronic delivery, please contact Strategic Enhancement Group, Inc. at 630-377-4300 or 888-668-9382.

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## Getting to Yes Wikipedia

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. http://ebookslibrary.club/download/Getting-to-Yes-Wikipedia.pdf

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