

GETTING TO THE YES



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Getting to Yes Wikipedia

Getting to Yes. *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

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William Ury Getting to Yes Negotiating Agreement

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Getting To Yes Summary SuperSummary

Getting To Yes Summary. The main themes of *Getting to Yes* are bargaining, communication, social psychology, managing emotion, and understanding opposing viewpoints. The book is a detailed guide to successful mediation in everyday situations such as business deals, legal disputes, and salary negotiations.

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Against this changing intellectual landscape, the ideas in *Getting to Yes* have stood up well. They have gained considerable attention and acceptance from a broad audience, and are frequently cited as starting points for other work. Happily, they remain persuasive to the authors as well.

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Getting to Hell Yes Getting to Hell Yes with Alexandra

Getting to Hell Yes will teach you a simple, guided methodology that allows groups to increase empathy and trust. It can be used in sales, when launching a team, or at any point during the project where some refocus is needed.

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Getting to Yes Summary at WikiSummaries free book summaries

Synopsis. This classic book on negotiation theory is a product of the Harvard Negotiation Project. It espouses Principled Negotiation, a specific negotiation method that aims for Win-Win agreements.

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