

GETTING TO YES NEGOTIATION



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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.

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Getting to Yes Negotiating Agreement Without Giving In by

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement Amazon.com description: Product Description: Since its original publication nearly thirty years ago, Getting to Yes has helped millions of people learn a better way to negotiate.

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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. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list.

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Getting To Yes book review Negotiation Experts

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

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Book Summary Getting To Yes Negotiating Agreement

Home > Book Summary Getting To Yes: Negotiating Agreement Without Giving In Everyone negotiates be it to get a pay raise, extend a curfew, or reach agreement on a joint venture. Getting to Yes presents a framework for principled negotiations : a systematic approach to get better outcomes that address what you want in an

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Getting to Yes Principled Negotiation Tactics BATNA

Principled Approach To Negotiations. In their seminal book, Getting to Yes, published in 1981, Harvard Professor Roger Fischer and Dr. William Ury proposed "principled negotiation" as a third way to approach negotiations. A principled negotiation seeks to divide the emotions of participants from the process of the negotiation.

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William Ury Getting to Yes Negotiating Agreement

The negotiation tips and techniques can be applied to family situations, business disputes even international conflicts. The theories and tactics presented in Getting to Yes are based on the work of the Harvard Negotiation Project, an organization that deals with all levels of negotiation, mediation, and conflict resolution.
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