

Getting to yes - negotiating agreement without giving in

Business Books - Getting to Yes: Negotiating an agreement without giving in



Description: -

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Getting to yes : negotiating agreement without giving in : Fisher, Roger, 1922

Postpone all criticism and evaluation of ideas, thereby separating the creative act from the critical one of selecting among the ideas. Instead of speaking on behalf of your group, speak only for yourself. Moreover, you are vulnerable to domination by someone who plays a hard game of positional bargaining.

Getting to Yes: Negotiating Agreement Without Giving In eBook: Fisher, Roger, Ury, William L., Patton, Bruce:
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Excellent advice on how to approach a negotiating problem. When a problem is defined in terms of the parties' underlying interests it is often possible to find a solution which satisfies both parties' interests.

Getting to Yes: Negotiating Agreement Without Giving In

Do not yield to each case of pressure; only yield to principle.

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The parties should try to put themselves in the other's place. The 4 Fundamentals of Principled Negotiations Principled negotiations focus on merits, not positions. If you put your position first, they will be preparing arguments against it, and not listening to your justification.

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