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*GETTING TO YES
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**Getting to Yes by
Roger Fisher
Getting to yes in the
real world: William**

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Ury at TEDxMidwest Getting To Yes 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.

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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 readers a straightforward, universally applicable method for negotiating personal and professional

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These six integrative negotiation skills can help you on your journey of getting to yes. 1. Separate the people from the problem.. In

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negotiating, 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 ...

**Six Guidelines for
“Getting to Yes” -
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straightorward,

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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

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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

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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

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sort of conflict.

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"Getting to YES is a
highly readable
and practical primer
on the fundamentals
of negotiation.

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Getting to YES
Negotiating an
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

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of this book have
been working together
since 1977.

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Getting to Yes:
Negotiating
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Giving is a book
written by Roger
Fisher and William
Ury. This summary
was originally written
by Tanya Glaser,

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member of Conflict
Research
Agreement
Consortium. In
Without Giving
Getting to yes, the
authors Fisher and
Ury describe the four
principles at the base
effective negotiations.

**Getting to yes
summary - The art of
negotiation - Sitraka**

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Summary of Getting

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to Yes: Negotiating
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Giving In By Roger
Fisher, William Ury
and for the second
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Summary written by
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Method of principled negotiation "Separate the people from the problem". The first principle of Getting to

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principle—"Focus on interests, not positions"—is about the position that...

"Invent options for mutual ...

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Getting to Yes –
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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 negotiation skills. While the book is still a very useful read, the reader

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should be aware that negotiation theory has not remained static.

Getting To Yes - Book Review & Summary | Negotiation Experts

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Fisher, William Ury
and Bruce Patton is a

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negotiating guide with
a method developed
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Project, which is
called principled
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principled trading
method can be used
in virtually any
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Summary Of Getting

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...
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

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and employees,
customers or
corporations, tenants
or diplomats.

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What is Getting To Yes: Negotiating Agreement Success

...

One of the primary
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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

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Negotiating
agreement making.
This concise volume
is the best place to
begin.”
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was 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

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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.

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negotiating method for
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disputes without
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