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About Getting to Yes. The key text on problem-solving negotiation-updated and revised Getting to Yes has helped millions of people learn a better way to negotiate. 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 by Roger Fisher, William L. Ury, Bruce ...

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. The book suggests a method called principled negotiation or "negotiation of merits".

Getting to Yes - Wikipedia

Publication Date: 2006-11-28. by Roger Fisher & William Ury. Getting to Yes – Negotiating Agreement Without 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 should be aware that negotiation theory has not remained static.

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points of Roger Fisher, William Ury and Bruce M. Patton ' s book. This book Getting To Yes explains the key to effective negotiation. It ' s a step-by-step guide. The book uses personal examples.

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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 of this book have been working together since 1977. Roger Fisher teaches negotiation at Harvard Law School, where he is Williston Professor of Law and Director of the Harvard Negotiation Project.

Getting to YES

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