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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. This concise volume is the best place to begin.

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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. Raised in Illinois, he served in World War II.

[Getting to Yes by Roger Fisher, William L. Ury, Bruce ...](#)

About Getting to Yes. Start the new year with the key text on problem-solving negotiation—updated and revised. Getting to Yes has helped millions of people learn a better way to negotiate.

[Getting to Yes: Negotiating Agreement Without Giving In \[1\]](#)

Getting to Yes: Negotiating Agreement Without Giving In [1] Roger Fisher, William Ury, and Bruce Patton based negotiation in Getting to Yes: Negotiating Agreement without Giving In.

Six Guidelines for Getting to Yes - PON - Program on ...

In their revolutionary book Getting to Yes: Negotiating Agreement Without Giving In (Penguin, 3rd edition, 2011), Roger Fisher, William Ury, and Bruce Patton introduced the world to the possibilities of mutual-gains negotiation, or integrative negotiation.

Getting to Yes: Negotiating Agreement Without Giving In by ...

Getting to Yes is the benchmark by which all other books on negotiating should be judged. Authors Fisher, Patton, and Ury have penned a book that has become a classic in its class as their negotiating principles have been used and quoted again and again the world over.

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.

Getting To Yes - Prader-Willi Syndrome Association

Getting To Yes Negotiating Agreement Without Giving In By Roger Fisher and William Ury . I Don't Bargain Over Positions Any method of negotiation may be fairly judged by three criteria:

Getting to Yes Audiobook | Roger Fisher, William Ury ...

Getting to Yes is a straightforward, 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 parents and children, neighbors, bosses and employees, customers or corporations.

Getting to Yes: Negotiating Agreement Without Giving In ...

The title of Fisher and Ury's book is Getting to Yes - Negotiating Agreement without Giving In. It's a case where the title clearly lays out what the book is about.

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