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Roger Fisher

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secure win-win  
agreements both at work  
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lives. Founded on  
principles like: · Don't  
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## **Getting to Yes: Negotiating an agreement without giving in ...**

These six integrative  
negotiation skills can

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help you on your journey of getting to yes. 1. Separate the people from the problem.. In negotiation, 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**

*Page 10/35*

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No other book in the field comes close to its impact on the way practitioners, teachers, researchers, and the public approach negotiation."--National Institute for Dispute Resolution Forum

"Getting to Yes is a highly readable and practical primer on the

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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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In Getting to Yes,  
you'll learn how to:  
separate the people from  
the problem focus on  
interests, not positions  
work together to create  
opinions that will satisfy  
both parties negotiate  
successfully with people  
who are more powerful,  
refuse to play by the  
rules, and/or resort to  
“dirty tricks”

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Publication Date:

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2006-11-28. by Roger Fisher & William Ury. Getting to Yes – Negotiating An 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,

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the reader should be aware that negotiation theory has not remained static.

## Without Giving **Getting To Yes - Book Review & Summary | Negotiation Experts**

“Getting to YES has an unrivaled place in the literature of dispute resolution. No other book in the field comes close to its impact on



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the way practitioners,  
teachers, researchers,  
and the public approach  
negotiation.” —

NATIONAL  
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YES is a highly  
readable and practical  
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**Getting to Yes:**

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Getting to Yes:  
Negotiating Agreement  
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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

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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**

Negotiation is a basic means of getting what

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you want from others. It is back-and-forth communication designed to reach an agreement when you and the other side have some interests that are shared and others that are opposed. More and more occasions require negotiation; conflict is a growth industry.

**Getting to YES**

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Negotiation jujitsu is a set of strategies that people committed to principled negotiation can use to respond to others who insist on using positional bargaining. Like many martial arts, negotiation jujitsu is designed to divert and neutralize an opponent's attack rather than resisting it with equal force.

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## **Negotiation Jujitsu Analysis in Getting to Yes | LitCharts**

The first and foremost principle of "Getting to Yes" is to base negotiations not on position but on interests. Even something as simple as deciding the amount of rent an apartment is worth involves interests that

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To Yes negotiations if  
mentioned.

**Getting to Yes: How  
To Negotiate  
Agreement Without  
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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

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“principled negotiations”: a systematic approach to get better outcomes that address what you want in an efficient way, while maintaining (or even improving) relationships.

## **Book Summary - Getting To Yes: Negotiating Agreement**

...



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Getting to yes is based on the analyses and researches of the Harvard Negotiation Project. The main aim of Getting to Yes is to avoid adversarial negotiation (positional bargaining), clashes of egos, and escalation that lead to nowhere -or lead to lose-lose-. Be Soft on People, Hard on Problems

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**Getting to Yes:  
Summary + PDF | The  
Power Moves**

Summary of Getting to  
Yes: Negotiating  
Agreement Without  
Giving In By Roger  
Fisher, William Ury and  
for the second Edition,  
Bruce Patton Summary  
written by Tanya  
Glaser, Conflict  
Research Consortium

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Citation: Fisher, Roger  
and William Ury.  
Getting to Yes:  
Negotiating Agreement  
Without Giving In, 3rd  
ed. New York, NY:  
Penguin Books, 2011. .

## **Summary of "Getting to Yes: Negotiating Agreement Without ...**

Getting to Yes has been  
in print for over thirty  
years. This timeless

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To Yes classic has helped millions of people secure win-win agreements both at work and in their private lives. Founded on principles like: \* Don't bargain over positions

**Getting to Yes : Roger  
Fisher :**

**9781847940933**

One of the primary  
business texts of the

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To Yes era, it is based on the work of the Harvard Negotiation Project, a group that deals with all levels of negotiation and conflict resolution. 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

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a straight- forward,  
universally applicable  
method for negotiating  
personal and  
professional disputes  
without getting angry-or  
...

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

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giving in We all have to negotiate every day. Be it with the boss, with partners or with employees, if you want to bring new innovations or changes into the company.

Negotiations are inevitably part of the life of an entrepreneur and employee.

**Getting to Yes:**

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## **Negotiating an agreement without giving in ...**

Anyone struggling to remain assertive and open minded in order obtain the best for both parties in a negotiation should give a chance to "Getting to Yes". This is a pleasant book to listen too. The narrators voice doesn't get in the way, quite the opposite! The



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to Negotiate Getting to  
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Other Worthy

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