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**Second Edition with
Answers to Ten Questions People Ask**

GETTING TO YES

**Negotiating Agreement
Without Giving In**

Roger Fisher and William Ury

**& for the Second Edition, Bruce Patton
of the Harvard Negotiation Project**

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Getting To Yes Negotiating Agreement Without Giving In

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Getting To Yes Negotiating Agreement Without Giving In:

Getting to Yes Roger Fisher, William Ury, Bruce Patton, 1991 Describes a method of negotiation that isolates problems focuses on interests creates new options and uses objective criteria to help two parties reach an agreement *Getting to Yes* Roger Fisher, William L. Ury, Bruce Patton, 2011-05-03 INTERNATIONAL BESTSELLER Learn the secret to successful negotiation with this proven step by step strategy now updated and revised The authors have packed a lot of commonsensical observation and advice into a concise clearly written little book Bloomberg Businessweek One of the key business texts of the modern era *Getting to Yes* has helped millions of people learn a better way to negotiate Based on the work of the Harvard Negotiation Project a group that deals with all levels of negotiation and conflict resolution it offers readers a straightforward universally applicable method for reaching mutually satisfying agreements at home in business and with people in any situation Read *Getting to Yes* to learn step by step how to disentangle the people from the problem focus on interests not positions work together to find creative and fair options negotiate successfully with anybody at any level [Summary of Getting to Yes](#) SellWave Audio, 2025-10-22 *Getting to Yes* stands as one of the most influential business books of our time teaching millions of people a more effective approach to negotiation Grounded in research from the Harvard Negotiation Project a group specializing in negotiation and conflict resolution at every level this book provides a clear universally applicable framework for reaching agreements that satisfy everyone involved whether you re negotiating at home in professional settings or in any other context Through *Getting to Yes* you ll learn step by step how to separate personal dynamics from the actual problem at hand concentrate on underlying interests rather than rigid positions collaborate to generate creative and equitable solutions and negotiate successfully with anyone regardless of their position or power

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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 a straight forward universally applicable method for negotiating personal and professional disputes without getting angry or getting taken Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don't have the current time to devour all 240 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is not intended to be used without reference to the original book

SUMMARY - Getting To Yes: Negotiating Agreement Without Giving In By Roger Fisher And William Ury Shortcut Edition, 2021-05-29 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will learn how to negotiate in all circumstances and in all serenity You will also learn that it is possible to protect your relationships while making your demands heard that several negotiation techniques and tactics are useful to re know that a few key phrases are enough to communicate your interests clearly that a negotiation is successful if both parties enjoy finding common solutions If you feel that you do not know how to negotiate it is probably because its practice is associated with power struggles or a sharp confrontation of arguments Negotiation is perceived as an intimidating and deterrent practice related to conflict Wouldn't you be more confident if the art of negotiation was above all the art of interfering in the best possible cooperation Roger Fisher and William Ury law researchers at Harvard University suggest that you try interest based negotiation a style of dialogue centered on each participant's interest creativity and good faith For them negotiation should be first and foremost a collaborative science designed to lead not to one but to several solutions to a disagreement Ready to finally negotiate properly Buy now the summary of this book for the modest price of a cup of coffee [Getting to Yes](#) Roger Fisher, 2011

Summary Getting to Yes Createspace Independent Pub, Readtrepreneur Publishing, 2018-03-04 Getting to Yes Negotiating Agreement Without Giving in by Roger Fisher Book Summary Readtrepreneur Disclaimer This is NOT the original book If you're looking for the original book search this link <http://amzn.to/2BOvIaP> Start feeling in control when negotiating personal and professional arguments Getting to Yes reveals a spectacular method about how to bend the debate to your will but also doing so without losing emotional control In an argument getting angry can really harm your point and make you communicate your ideas in a wrong way The objective of this book is to teach you how to be in full control of yourself and the discussion Note This summary is wholly written and published by readtrepreneur.com It is not affiliated with the original author in any way The ability to see the situation as the other side sees it as difficult as it may be is one of the most important skills a negotiator can possess Roger Fisher When in the middle of a negotiation do you focus on position instead of interests If you don't then you are doing it wrong But don't worry in Getting to Yes you will learn everything you need to do about the art of negotiation After you are done with the book you'll be able to separate the people from the problem work together to create

opinions that will satisfy both parties and be able to succeed in negotiations with people who are more powerful or don't play by the rules Roger Fisher stresses how straightforward and universally applicable is his negotiation method So no matter where and what you are doing you'll be able to take your negotiation skills to a whole new level P S Getting to Yes is an extremely useful book that will help you master the art of negotiation and also remind you of the importance of keeping your emotions in check when the discussion is its most heated moment The Time for Thinking is Over Time for Action Scroll Up Now and Click on the Buy now with 1 Click Button to Get Your Copy Delivered to Your Doorstep Right Away Why Choose Us Readtrepreneur Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again This book is meant for a great companionship of the original book or to simply get the gist of the original book If you're looking for the original book search for this link <http://amzn.to/2BOvIaP> *Summary of Getting to Yes* Readtrepreneur Publishing,2019-05-24 Getting to Yes Negotiating Agreement Without Giving in by Roger Fisher Book Summary Readtrepreneur Disclaimer This is NOT the original book but an unofficial summary Start feeling in control when negotiating personal and professional arguments Getting to Yes reveals a spectacular method about how to bend the debate to your will but also doing so without losing emotional control In an argument getting angry can really harm your point and make you communicate your ideas in a wrong way The objective of this book is to teach you how to be in full control of yourself and the discussion Note This summary is wholly written and published by readtrepreneur It is not affiliated with the original author in any way The ability to see the situation as the other side sees it as difficult as it may be is one of the most important skills a negotiator can possess Roger Fisher When in the middle of a negotiation do you focus on position instead of interests If you don't then you are doing it wrong But don't worry in Getting to Yes you will learn everything you need to do about the art of negotiation After you are done with the book you'll be able to separate the people from the problem work together to create opinions that will satisfy both parties and be able to succeed in negotiations with people who are more powerful or don't play by the rules Roger Fisher stresses how straightforward and universally applicable is his negotiation method So no matter where and what you are doing you'll be able to take your negotiation skills to a whole new level P S Getting to Yes is an extremely useful book that will help you master the art of negotiation and also remind you of the importance of keeping your emotions in check when the discussion is its most heated moment Why Choose Us Readtrepreneur Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again This book is meant for a great companionship of the original book or to simply get the gist of the original book Getting to Yes Roger Fisher,William Ury,2013 Since it 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 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 It

has sold over 8 million copies worldwide in 30 languages and since it was first published by Penguin in 1991 a reissue of the original addition with Bruce Patton as additional coauthor has sold over 2.5 million copies which places it as the 10 bestselling title overall in Penguin Books and 3 bestselling nonfiction title overall. We have recently relicensed the rights to Getting to Yes and will be doing a new revised edition a 30th anniversary of the original publication and 20th of the Penguin edition. The authors will be bringing the book up to date with new material and an assessment of the legacy and achievement of Getting to Yes after three decades. Provided by publisher.

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