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# **Getting To Yes**

Roger Fisher, William Ury, Bruce Patton

#### **Getting To Yes:**

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 Yes Roger Fisher, William Ury, 1981 First published in 1981 this business classic offers five steps that can be used in business school relationships and life in general to help resolve difficult situations. The goal is a win win for both sides based on mutual advantage and basic principles To achieve that we need to get past our emotions and back off from polarized positions If both sides in the negotiation can find a way to see the other person's perspective conflicts can be resolved without either side feeling something had to be given up Roger Fisher and William Ury provide a variety of case studies and situations that illustrate how both sides can win if we realize It's not personal Getting to Yes Roger Fisher, William L. Ury, Bruce Patton, 2011-05-03 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 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 SUMMARY Edition Shortcut (author),1901 **Guide to Roger Fisher's Getting** to Yes Roger Fisher, Eureka, 2017-03-31 PLEASE NOTE THIS IS A GUIDE TO THE ORIGINAL BOOK Guide to Roger Fisher s et al Getting to Yes Preview Getting to Yes by Roger Fisher William Ury and Bruce Patton is a quide to using principled negotiation techniques rather than positional bargaining that makes for less successful negotiations Positional bargaining occurs when two people argue over a particular concession usually reaching an arbitrary compromise In those instances the agreement usually does not address the interests of both negotiators Principled negotiations find more creative wise outcomes to conflicts Inside this companion Overview of the book Important People Key Insights Analysis of Key Insights

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