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### Getting To Yes Roger Fisher

“ 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.”

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

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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

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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.

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“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.

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## **Getting to Yes | Great Owls**

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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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## **Getting To Yes Summary: Roger Fisher, William Ury & Bruce ...**

By Katie Shonk — on April 9th, 2020 / Negotiation Skills 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.

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MicroSummary: “ Getting To Yes ” is a guide to help you negotiate better and get what you want. In it, authors Roger Fischer and Bill Ury present a method, created by Harvard University, called ‘principled negotiation.’ If your goal is to make winning negotiations with both parties and avoid conflicts, we have a microbook for you.

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