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GETTING TO YES

Negotiating Agreement
Without Giving In

Roger Fisher, William Ury
& Bruce Patton

of the Harvard Negotiation Project

Read by Murphy Guyer

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Getting To Yes How To Negotiate Agreement Without Giving In

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Getting To Yes How To Negotiate 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 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 **Fisher, Ury & Patton's Getting to Yes**, 2016 This is a Summary of Fisher Ury Patton s Getting to Yes Negotiating Agreement Without Giving In Since its original publication nearly thirty years ago 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 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 **Fisher, Ury & Patton's Getting to Yes** Ant Hive Media, 2016-04-30 This is a Summary of Fisher Ury Patton s Getting to Yes Negotiating Agreement Without Giving In Since its original publication nearly thirty years ago 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 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

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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 [Getting to YES](#)

Roger Fisher,1981 **Getting to Yes** Roger Fisher,2011 [Getting to Yes \(summary\)](#) Roger Fisher,2003 **Getting to Yes** Roger Fisher,William Ury,Bruce Patton,1991 This is the second greatly expanded edition of one of the world's most successful books on negotiation Getting to Yes offers powerful principles to guide readers to success in the art of negotiation

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Negotiations Where There Are No Established Objective Criteria Dealing with Dirty Negotiation Tactics Good Communication Is Critical to Negotiating Effectively The top performers in every field are reading at least two books a week Don't get left behind Please note This is a separate companion summary of the most important ideas from the book not the original full length book **Getting to Yes**, 2017 Getting to YES 2022 Leo Sgarbi, 2022-09-14 Like it or not you are a negotiator Negotiation is a fact of life You discuss a raise with your boss You try to agree with a stranger on a price for his house Two lawyers try to settle a lawsuit arising from a car accident A group of oil companies plan a joint venture exploring for offshore oil A city official meets with union leaders to avert a transit strike The United States Secretary of State sits down with his Russian counterpart to seek an agreement limiting nuclear arms All these are negotiations Everyone negotiates something every day Like Molière's Monsieur Jourdain who was delighted to learn that he had been speaking prose all his life people negotiate even when they don't think of themselves as doing so You negotiate with your spouse about where to go for dinner and with your child about when the lights go out Negotiation is a basic means of getting what 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 as well as some that may simply be different More and more occasions require negotiation conflict is a growth industry Everyone wants to participate in decisions that affect them fewer and fewer people will accept decisions dictated by someone else People differ and they use negotiation to handle their differences Whether in business government or the family people reach most decisions through negotiation This book is about the method of principled negotiation **SUMMARY** Edition Shortcut (author), 1901 *Participatory Action Research* Jacques M. Chevalier, Daniel J. Buckles, 2013-03-05 This book addresses a key issue in higher learning university education and scientific research the widespread difficulty researchers experts and students from all disciplines face when trying to contribute to change in complex social settings characterized by uncertainty and the unknown More than ever researchers need flexible means and grounded theory to combine people based and evidence based inquiry into challenging situations that keep evolving and do not lend themselves to straightforward technical explanations and solutions In this book the authors propose innovative strategies for engaged inquiry building on insights from many disciplines and lessons from the history of Participatory Action Research PAR including French psychosociology The ongoing evolution of PAR has had a lasting legacy in fields ranging from community development to education public engagement natural resource management and problem solving in the workplace All formulations have in common the idea that research must be done with people and not on or for people Inquiry of this kind makes sense of the world through efforts to transform it as opposed to simply observing and studying human behaviour and people's views about reality in the hope that meaningful change will happen somewhere down the road The book contributes many new tools and conceptual foundations to this longstanding tradition grounded in real life examples of collective fact finding analysis and decision making from around the world It provides a modular textbook on participatory

action research and related methods theory and practice suitable for a wide range of undergraduate and postgraduate courses as well as working professionals Breakthrough Business Negotiation Michael Watkins, 2002-05-06 Breakthrough Business Negotiation is a definitive guide to negotiating in any business situation This smart and practical book by Michael Watkins a leading expert in negotiation at Harvard Business School presents principles that apply to any negotiation situation and tools to achieve breakthrough results Step by step Breakthrough Business Negotiation demonstrates how to diagnose a situation build coalitions manage internal decision making persuade others organize a deal cycle and create strategic alliances Watkins also explains how to prevent disputes from poisoning deals **Negotiation as a Martial Art** Cash Nickerson, 2021-09-14 Wall Street Journal Bestselling book A must read for anyone who wants to improve their negotiating skills as we all are continuously negotiating in daily life Craig Schnuck Chairman and CEO retired Schnuck Markets We all negotiate Put more accurately we are always negotiating There is always something we want that we do not have There is always something we have that others want Those human transactions are very human The process of bartering whether it be in billion dollar transactions or over the use of the family car is a deeply human activity But like many soft skills we don't teach it We consider it something that we have to just learn by doing it And it is true that trial and error is the basic teacher of negotiation But it doesn't have to be that way Negotiation is a social activity that involves disciplines like language observation reaction listening speaking storytelling humor and sensing The number one thing you bring to every negotiation is you This book helps you understand how these various behaviors and disciplines come to play and therefore how you can become a better negotiator The book helps you develop the mindset and tools to become a great negotiator for yourself and for others Classical teaching on negotiation teaches separating the people from the problem But the people are often the problem and the key to accomplishing your goals and theirs We express our desires as I want this or that As a result we are always talking about the what As people as humans we often don't even really know what we want This book teaches you to get behind your what and theirs To accomplish this you need to understand the why not just the what It is the why that will help you understand the what and adjust it accordingly If you think you will get what you want by just being tough and demanding this book isn't for you If you want to succeed in dealing with those people or want to develop a negotiation style where you get what you want and people want to deal with you again and again then this book is for you The author draws upon principles of martial arts designed around dealing with more powerful opponents to help develop your understanding of negotiations In a battle of water and stone water wins

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