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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:

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 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 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 *Getting to Yes*

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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 a assessment of the legacy and achievement of Getting to Yes after three decades Provided by publisher [Summary Guide](#)
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in fruitful negotiations It presents relevant human thoughts to help resolve any conflict and win-win solution ABOUT THE AUTHOR
Roger Fisher 1922-2012 was an American at Harvard Law School With his wife founded the Harvard Negotiation Project William Ury
anthropologist who works among tribes and gives non-violent worldwide Bruce Patton a Harvard professor of Psychology
and recently in a firm that helps manage their negotiations INTRODUCTION The most hard to imagine but just a few decades
ago decisions were made almost by one person whoever won the argument then the world was a
hierarchy that made every decision made by the few and the many dictated by the most powerful
rather than truly increasing the number of people involved is more balanced and more democratic
and participation in company decisions Even in the most democratic In the good of the company Don't do this
unless because the hierarchy can just go on and find a way to avoid the conflict in an area of conflict
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positions Work together to create options that will satisfy both parties and Negotiate successfully with people who are more powerful refuse to play by the rules or resort to dirty tricks Since its original publication in 1981 *Getting to Yes* has been translated into 18 languages and has sold over 1 million copies in its various editions This completely revised edition is a universal guide to the art of negotiating personal and professional disputes It offers a concise strategy for coming to mutually acceptable agreements in every sort of conflict

The SAGE Handbook of Conflict Resolution Jacob Bercovitch, Victor Kremenyuk, I William Zartman, 2008-12-03 The SAGE Handbook of Conflict Resolution demonstrates the range of themes that constitute modern conflict resolution It brings out its key issues methods and dilemmas through original contributions by leading scholars in a dynamic and expanding field of inquiry This handbook is exactly what it sets out to be an indispensable tool for teaching research and practice in conflict resolution Peter Wallensteen Professor of Peace and Conflict Research Uppsala University and University of Notre Dame Bercovitch Kremenyuk and Zartman are among the most important figures in the conflict resolution field They have pieced together with the help of more than 35 colleagues from numerous countries a state of the art review of the sources of international conflict available methods of conflict management and the most difficult challenges facing the individuals and organizations trying to guide us through these conflict ridden times The collection is brimming with penetrating insights trenchant analyses compelling cases and disciplined speculation They help us understand both the promise of as well as the obstacles to theory building in the new field of conflict resolution Lawrence Susskind Professor and Director of the MIT Harvard Public Disputes Program The last three sentences of this persuasive book We conclude this volume more than ever convinced that conflict resolution is not just possible or desirable in the current international environment It is absolutely necessary Resolving conflicts and making peace is no longer an option it is an intellectual and practical skill that we must all possess If you are part of that we intellectually or professionally you will find this book a superb companion Thomas C Schelling Professor Emeritus Harvard University and University of Maryland Conflict resolution is one of the fastest growing academic fields in the world today Although it is a relatively young discipline having emerged as a specialized field in the 1950 s it has rapidly grown into a self contained vibrant interdisciplinary field The SAGE Handbook of Conflict Resolution brings together all the conceptual methodological and substantive elements of conflict resolution into one volume of over 35 specially commissioned chapters The Handbook is designed to reflect where the field is today by drawing on the contributions of experts from different fields presenting in a systematic way the most recent research and practice Jacob Bercovitch is Professor of International Relations and Fellow of the Royal Society at the University of Canterbury in Christchurch New Zealand Victor Kremenyuk is deputy director of the Institute for USA and Canada Studies Russian Academy of Sciences Moscow He is also a research associate at IIASA I William Zartman is Jacob Blaustein Professor of Conflict Resolution and International Organization at the Nitze School of Advanced International Studies of Johns Hopkins University

SUMMARY Edition Shortcut (author), 1901 **Getting to Yes** , 2017 **Summary**

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