

Getting To Yes

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 Getting to Yes : Roger Fisher : 9781847940933
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 Getting to Yes : Roger Fisher : 9780143118756
 Getting To Yes Summary: Roger Fisher, William Ury & Bruce ...
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 Getting to Yes (1981) is a classic of negotiation literature. William Ury and Roger Fisher, the authors, shifted the way the Western world thinks and teaches negotiation tactics and techniques, helping to go from a model of pure strength and power, to one of collaboration and win-win. Getting to Yes: Summary + PDF | The Power Moves
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 Getting to Yes has been in print for over thirty years. This timeless classic has helped millions of people secure win-win agreements both at work and in their private lives. Founded on principles like: * Don't bargain over positions * Separate the people from the problem and * Insist on objective criteria
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 In this Getting To Yes summary, we'll briefly outline the 4 foundations of principled negotiation, and 3 common obstacles you'd face. For the full details, examples and tips on how to apply the principles and overcome the obstacles, do get a copy of the book, or get a detailed overview with our complete book summary bundle.
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