

## GETTING TO YES NEGOTIATING



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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".

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### **William Ury Getting to Yes Negotiating Agreement**

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### **Getting to Yes Negotiating an agreement without giving in**

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### **NOTES Getting to Yes Negotiating Agreement Without**

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### **Getting to YES fd unl pt**

2 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

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### **How To Get Better At Negotiating Try Getting To Yes**

Book review of *Getting To Yes*, by Fisher and Ury, a book that dives deep into the art of negotiating with the four steps of principled negotiation.

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