

# [PDF] Getting To Yes: Negotiating Agreement Without Giving In

Roger Fisher, William L. Ury, Bruce Patton - pdf download free book

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## Books Details:

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## Description:

**The key text on problem-solving negotiation-updated and revised**

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.

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