



## Getting to Yes Negotiating Agreement Without Giving In

By Roger Fisher

Penguin Books. Paperback. Book Condition: New. Paperback. 240 pages. Dimensions: 7.9in. x 5.0in. x 0.8in.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 straightforward, universally applicable method for negotiating personal and professional disputes without getting angry-or getting taken. This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



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