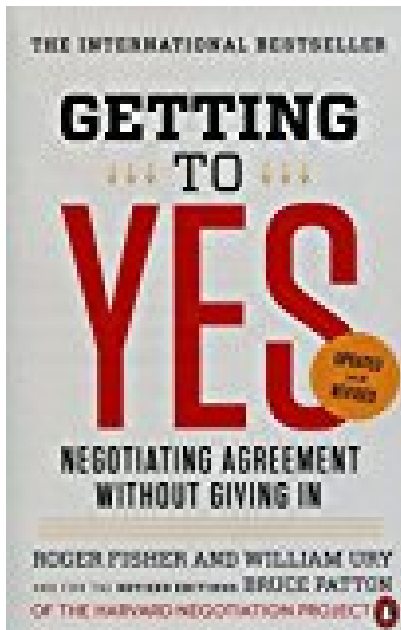


Getting to Yes Negotiating Agreement Without Giving In



BOOK DETAILS

- Author : Roger Fisher
- Pages : 240 Pages
- Publisher : Penguin Books
- Language : English
- ISBN : 0143118757

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BOOK SYNOPSIS

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. From the Trade Paperback edition.

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