



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.



READ ONLINE

[9.27 MB]

Reviews

A top quality publication along with the typeface utilized was intriguing to read through. It is amongst the most awesome pdf i have got read through. Its been developed in an remarkably straightforward way and it is only right after i finished reading this publication in which actually altered me, modify the way i believe.

-- **Don Pacocha**

This book is fantastic. It normally fails to price excessive. Your daily life span will likely be enhance once you total reading this publication.

-- **Heath Prosacco**