



## Getting to Yes: Negotiating Agreement Without Giving In

*By William L. Ury, Roger Fisher, Bruce M. Patton*

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Since its original publication in 1981, Getting to Yes has been translated into 18 languages and has sold over 1 million copies in its various editions. This completely revised edition is a universal guide to the art of negotiating personal and professional disputes. It offers a concise strategy for coming to mutually acceptable agreements in every sort of conflict.

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**Getting to Yes: Negotiating Agreement Without Giving In** By William L. Ury, Roger Fisher, Bruce M. Patton **Bibliography**

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### **Editorial Review**

#### **Amazon.com Review**

We're constantly negotiating in our lives, whether it's convincing the kids to do their homework or settling million-dollar lawsuits. For those who need help winning these battles, Roger Fisher has developed a simple and straightforward five-step system for how to behave in negotiations. Narrated soothingly by NPR announcer Bob Edwards, Fisher adds the meaty portions of the material with a sense of playfulness. The blend of voices makes this tape easy to listen to, especially the real-life negotiating scenarios, in which negotiating examples are given. This is a must-have tape for every businessperson's car. (Running time: one hour, one cassette) --*Sharon Griggins*

#### **Review**

"This is by far the best thing I've ever read about negotiation. It is equally relevant for the individual who would like to keep his friends, property, and income and the statesman who would like to keep the peace." --  
John Kenneth Galbraith

#### **About the Author**

Roger Fisher teaches negotiation at Harvard Law School. He frequently appears on television as a negotiations expert and is the director of the Harvard Negotiation Project.

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