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ROGER FISHER AND WILLIAM URY  
AND FOR THE REVISED EDITIONS BRUCE PATTON  
OF THE HARVARD NEGOTIATION PROJECT

READ BY DENNIS BOUTSIKARIS

# Getting To Yes How To Negotiate Agreement Without Giving In

**Roger Fisher, William Ury, Bruce Patton**

## **Getting To Yes How To Negotiate Agreement Without Giving In:**

**Getting to Yes** Roger Fisher, William Ury, Bruce Patton, 1991 Describes a method of negotiation that isolates problems focuses on interests creates new options and uses objective criteria to help two parties reach an agreement *Getting to Yes* Roger Fisher, William L. Ury, Bruce Patton, 2011-05-03 INTERNATIONAL BESTSELLER Learn the secret to successful negotiation with this proven step by step strategy now updated and revised The authors have packed a lot of commonsensical observation and advice into a concise clearly written little book Bloomberg Businessweek One of the key business texts of the modern era Getting to Yes has helped millions of people learn a better way to negotiate Based on the work of the Harvard Negotiation Project a group that deals with all levels of negotiation and conflict resolution it offers readers a straightforward universally applicable method for reaching mutually satisfying agreements at home in business and with people in any situation Read Getting to Yes to learn step by step how to disentangle the people from the problem focus on interests not positions work together to find creative and fair options negotiate successfully with anybody at any level **Summary of Getting to Yes** SellWave Audio, 2025-10-22 Getting to Yes stands as one of the most influential business books of our time teaching millions of people a more effective approach to negotiation Grounded in research from the Harvard Negotiation Project a group specializing in negotiation and conflict resolution at every level this book provides a clear universally applicable framework for reaching agreements that satisfy everyone involved whether you're negotiating at home in professional settings or in any other context Through Getting to Yes you'll learn step by step how to separate personal dynamics from the actual problem at hand concentrate on underlying interests rather than rigid positions collaborate to generate creative and equitable solutions and negotiate successfully with anyone regardless of their position or power

Fisher, Ury & Patton's Getting to Yes, 2016 This is a Summary of Fisher Ury Patton's Getting to Yes Negotiating Agreement Without Giving In 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 Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don't have the current time to devour all 240 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is not intended to be used without reference to the original book

Fisher, Ury & Patton's Getting to Yes Ant Hive Media, 2016-04-30 This is a Summary of Fisher Ury Patton's Getting to Yes Negotiating Agreement Without Giving In 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

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### **SUMMARY - Getting To Yes: Negotiating Agreement Without Giving In By Roger Fisher And William Ury**

Shortcut Edition,2021-05-29 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will learn how to negotiate in all circumstances and in all serenity You will also learn that it is possible to protect your relationships while making your demands heard that several negotiation techniques and tactics are useful to re know that a few key phrases are enough to communicate your interests clearly that a negotiation is successful if both parties enjoy finding common solutions If you feel that you do not know how to negotiate it is probably because its practice is associated with power struggles or a sharp confrontation of arguments Negotiation is perceived as an intimidating and deterrent practice related to conflict Wouldn t you be more confident if the art of negotiation was above all the art of interfering in the best possible cooperation Roger Fisher and William Ury law researchers at Harvard University suggest that you try interest based negotiation a style of dialogue centered on each participant s interest creativity and good faith For them negotiation should be first and foremost a collaborative science designed to lead not to one but to several solutions to a disagreement Ready to finally negotiate properly Buy now the summary of this book for the modest price of a cup of coffee

#### *Summary of Getting to Yes*

Readtrepreneur Publishing,2019-05-24 Getting to Yes Negotiating Agreement Without Giving in by Roger Fisher Book Summary Readtrepreneur Disclaimer This is NOT the original book but an unofficial summary Start feeling in control when negotiating personal and professional arguments Getting to Yes reveals a spectacular method about how to bend the debate to your will but also doing so without losing emotional control In an argument getting angry can really harm your point and make you communicate your ideas in a wrong way The objective of this book is to teach you how to be in full control of yourself and the discussion Note This summary is wholly written and published by readtrepreneur It is not affiliated with the original author in any way The ability to see the situation as the other side sees it as difficult as it may be is one of the most important skills a negotiator can possess Roger Fisher When in the middle of a negotiation do you focus on position instead of interests If you don t then you are doing it wrong But don t worry in Getting to Yes you will learn everything you need to do about the art of negotiation After you are done with the book you ll be able to separate the people from the problem work together to create opinions that will satisfy both parties and be able to succeed in negotiations with people who are more

powerful or don't play by the rules Roger Fisher stresses how straightforward and universally applicable is his negotiation method So no matter where and what you are doing you'll be able to take your negotiation skills to a whole new level P S Getting to Yes is an extremely useful book that will help you master the art of negotiation and also remind you of the importance of keeping your emotions in check when the discussion is its most heated moment Why Choose Us Readtrepreneur Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again This book is meant for a great companionship of the original book or to simply get the gist of the original book

*Getting to Yes* Roger Fisher, William Ury, 2013 Since it was first published in 1981 *Getting to Yes* has become a central book in the Business Canon the key text on the psychology of negotiation Its message of principled negotiations Finding acceptable compromise by determining which needs are fixed and which are flexible for negotiating parties has influenced generations of businesspeople lawyers educators and anyone who has sought to achieve a win-win situation in arriving at an agreement It has sold over 8 million copies worldwide in 30 languages and since it was first published by Penguin in 1991 a reissue of the original addition with Bruce Patton as additional coauthor has sold over 2.5 million copies which places it as the 10 best-selling title overall in Penguin Books and 3 best-selling nonfiction title overall We have recently relicensed the rights to *Getting to Yes* and will be doing a new revised edition a 30th anniversary of the original publication and 20th of the Penguin edition The authors will be bringing the book up to date with new material and a assessment of the legacy and achievement of *Getting to Yes* after three decades Provided by publisher

**Getting to YES** Roger Fisher, 1981    **Getting**

**to Yes** Roger Fisher, 2011    **Getting to Yes (summary)** Roger Fisher, 2003    *Getting to Yes* Roger Fisher, William Ury, 1991-01-01 This is the second greatly expanded edition of one of the world's most successful books on negotiation

*Getting to Yes* offers powerful principles to guide readers to success in the art of negotiation    **Summary to Quickly Read**

**Getting to Yes by William Ury** Zane Rozzi, 2019-08-28 This summary is a separate companion to *Getting to Yes* Negotiating Agreement Without Giving In by Roger Fisher William L Ury Bruce Patton Have you ever bought a book with the intention of making positive changes in your life and then a month later nothing has changed A month after you've finished reading the book life gets busy and you forget many of the important ideas you've just read Use this summary to quickly review the most important ideas from the book and get back on track to achieving the positive life-changing results you bought the book to obtain Millions of people worldwide use book summaries to quickly re-learn important concepts from the books they've read Learn a better way to negotiate A must-read business book based on the Harvard Negotiation Project Learn the best practices for negotiation and conflict resolution Move beyond typical confrontational position-based negotiation Turn conflict into productive, mutually beneficial win-win solutions Use interest-based negotiation to experience the benefits of building trusting and fruitful long-term working relationships Summary Table of Contents Everyone Negotiates to Convince Others to Accept Their Ideas Never Show up to a Negotiation Unprepared Always Be Conscious of the Irrational Human Factor

Negotiations Take Place on Two Separate Levels Make the Rational Level the Primary Focus of the Negotiation How to Work Productively with the Other Party Instead of being Adversaries The Most Common Pitfall of the Inexperienced Negotiator How to Focus a Negotiation Negotiate Based on Interests Not Positions Common Needs Which Motivate People There Are Two Important Steps to a Successful Negotiation Evaluate Potential Solutions Using Objective Criteria Ask the Other Party to Justify Their Solutions Using Objective Criteria Unique Negotiations Where There Are No Established Objective Criteria Dealing with Dirty Negotiation Tactics Good Communication Is Critical to Negotiating Effectively The top performers in every field are reading at least two books a week Don t get left behind Please note This is a separate companion summary of the most important ideas from the book not the original full length book **Getting to YES 2022** Leo Sgarbi,2022-09-14 Like it or not you are a negotiator Negotiation is a fact of life You discuss a raise with your boss You try to agree with a stranger on a price for his house Two lawyers try to settle a lawsuit arising from a car accident A group of oil companies plan a joint venture exploring for offshore oil A city official meets with union leaders to avert a transit strike The United States Secretary of State sits down with his Russian counterpart to seek an agreement limiting nuclear arms All these are negotiations Everyone negotiates something every day Like Moli re s Monsieur Jourdain who was delighted to learn that he had been speaking prose all his life people negotiate even when they don t think of themselves as doing so You negotiate with your spouse about where to go for dinner and with your child about when the lights go out Negotiation is a basic means of getting what you want from others It is back and forth communication designed to reach an agreement when you and the other side have some interests that are shared and others that are opposed as well as some that may simply be different More and more occasions require negotiation conflict is a growth industry Everyone wants to participate in decisions that affect them fewer and fewer people will accept decisions dictated by someone else People differ and they use negotiation to handle their differences Whether in business government or the family people reach most decisions through negotiation This book is about the method of principled negotiation Getting to Yes ,2017 **Summary of Getting to Yes:** Goodec

PUBLISHING,2021-08 Summary Of Getting To Yes Negotiating An Agreement Without Giving In by Roger Fisher William Ury Bruce Patton DISCLAIMER This summary of Getting To Yes is not written by Roger Fisher William Ury Bruce Patton It is an independent work of Goodec Publishing Getting To Yes 1981 n d r d th r f r n for successful n g t t n It r nt r v n tools nd t hn u that can help u to r lv any conflict nd f nd win win lut n Grap YOUR COPY BY CLICK THE BUY BUTTON FROM THE BOOKSELF **Getting to Yes with Yourself** William Ury,2015-01-20 William Ury coauthor of the international bestseller Getting to Yes returns with another groundbreaking book this time asking how can we expect to get to yes with others if we haven t first gotten to yes with ourselves Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life managers lawyers factory workers coal miners schoolteachers diplomats and government officials how to become better negotiators Over the years Ury has discovered that the greatest obstacle to successful agreements and

satisfying relationships is not the other side as difficult as they can be The biggest obstacle is actually our own selves our natural tendency to react in ways that do not serve our true interests But this obstacle can also become our biggest opportunity Ury argues If we learn to understand and influence ourselves first we lay the groundwork for understanding and influencing others In this prequel to Getting to Yes Ury offers a seven step method to help you reach agreement with yourself first dramatically improving your ability to negotiate with others Practical and effective Getting to Yes with Yourself helps readers reach good agreements with others develop healthy relationships make their businesses more productive and live far more satisfying lives [Getting Ready to Negotiate](#) Roger Fisher,Danny Ertel,1995-08-01 This companion volume to the negotiation classic Getting to Yes explores the negotiation process in depth and presents case studies charts and worksheets for blueprinting and personalized negotiating strategy [A Joosr Guide to ... Getting to Yes by Roger Fisher and William Ury](#) Joosr,2016 **SUMMARY** Edition Shortcut (author),1901

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