

[PDF] Getting To Yes: How To Negotiate Agreement Without Giving In

Roger Fisher - pdf download free book

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Author: Roger Fisher

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Description:

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* --This text refers to an out of print or unavailable edition of this title.

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

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