



Getting To Yes

William Ury Roger Fisher

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Getting To Yes

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The world's bestselling guide to negotiation. Getting to Yes has been in print for over thirty years, and in that time has helped millions of people secure win-win agreements both at work and in their private lives. Including principles such as: Don't bargain over positions Separate the people from the problem and Insist on objective criteria Getting to Yes simplifies the whole negotiation process, offering a highly effective framework that will ensure success.

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