



# GETTING TO YES: Getting to Yes Audiobook: Gettinig to yes audio cd {Getting to Yes}[Getting to Yes] by Roger Fisher

By Roger Fisher



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LEARN THE SECRET TO SUCCESSFUL NEGOTIATION 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 listeners a straightforward, universally applicable method for negotiating personal and professional disputes-at home, in business, and with the people in any situation. Listen to 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 "THIS IS BY FAR THE BEST THING I'VE EVER READ ABOUT NEGOTIATION." -JOHN KENNETH GALBRAIT "THE AUTHORS HAVE PACKED A LOT OF COMMONSENSICAL OBSERVATION AND ADVICE INTO A CONCISE, CLEARLY WRITTEN LITTLE BOOK."

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• Sales Rank: #1766782 in Books

Published on: 2011Binding: Audio CD

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