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Getting to Yes - Wikipedia

Getting to YES Negotiating an agreement without giving in Roger Fisher and William Ury With Bruce Patton, Editor Second edition by Fisher, Ury and Patton RANDOM HOUSE BUSINESS BOOKS. 2 GETTING TO YES The authors of this book have been working together since 1977.

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Getting To Yes is the seminal book on negotiating strategy and tactics. Each chapter offers concise, step-by-step instructions for reaching an agreement that satisfies both parties. Applicable whether you’re an elder statesman working to pass a bill, or an employee seeking a raise, this is a must read on the art of win-win negotiations.

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Getting to Yes Roger Fisher; William Ury - StuDocu

Getting to Yes - Summary. Short summary of Fisher and Ury's reference book . Universidade. Universidade Nova de Lisboa. Disciplina. Negotiation Analysis (2385) Título do livro Getting to Yes; Autor. Roger Fisher; William Ury. Carregado por. Manuel Cabral. Ano letivo. 2018/2019

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11 Priceless Quotes from Getting to Yes - BrandonGaille.com

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