

**GETTING TO YES: NEGOTIATION SKILLS &  
STRATEGIES**

**Alyssa Cortopassi**

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**Six Guidelines for "Getting to Yes" - PON - Program on Negotiation at Harvard Law School**

Getting to Yes: Negotiation Skills & Strategies reveals killer negotiation tactics that put you in the driver's seat when you sit down at the.

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## **Negotiation Strategies To Get To A Yes - Business Insider**

Summary of Getting to Yes: Negotiating Agreement Without Giving In By Roger Fisher, William Ury Fisher and Ury identify the general types of tricky tactics.

### **4 Principles of Successful Negotiation - Intersol**

One of the all-time bestselling books on negotiation is Getting to Yes by with many of the powerful bargaining strategies in Getting to Yes.

Related books: [Samir and his son and the donkey](#), [En tus brazos \(Spanish Edition\)](#), [WHY ME?](#), [The Village Squires - Tales of Mayhem and Revenge](#), [Janko and the Darkness](#), [Minorités sexuelles](#), [Internet et santé \(French Edition\)](#).

We are strongly influenced by legitimacy; therefore the other side is more likely to accept a solution if it seems fair, legal, honorable, and so forth. Sound familiar? Thus, negotiation is not a zero-sum game in which people strive to outwit each other in order to get the best deal they can at the expense of their opponent.

Take in their perceptions, their needs, and their constraints. The authors... She then takes those comments and draws up a proposal. It also helps them to get a clearer view of the substantive problem. For interests: Focus on interests, not positions. Related Posts. This decisive action reward makes perfect sense.