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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: Negotiating Agreement Without Giving In is a best-selling 1981 non-fiction book by Roger Fisher and William L. Ury. Subsequent editions in 1991 and 2011 added Bruce Patton as co-author. All of the authors were members of the Harvard Negotiation Project. The book made appearances for years on the Business Week bestseller list. . The book suggests a method called principled ...

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