



Library Services for the Deaf and Hard of Hearing

Service, Education, and Community for Tennesseans

THE INTERNATIONAL BESTSELLER

GETTING TO

YES



NEGOTIATING AGREEMENT WITHOUT GIVING IN

ROGER FISHER AND WILLIAM URY

and the first author of the book
with the first author of the book
OF THE HARVARD NEGOTIATION PROJECT

Title

Getting to Yes: Negotiating Agreement without Giving In
(<https://tndeaflibrary.nashville.gov/library/materials/getting-to-yes-negotiating-agreement-without-giving-in>)

The key text on problem-solving negotiation-updated and revised Getting to Yes has helped millions of people learn a better way to negotiate. One of the primary business texts of the modern era, it is based on the work of the Harvard Negotiation Project, a group that deals with all levels of negotiation and conflict resolution. Getting to Yes offers a proven, step-by-step strategy for coming to mutually acceptable agreements in every sort of conflict. Thoroughly updated and revised, it offers readers a straight-forward, universally applicable method for negotiating personal and professional disputes without getting angry-or getting taken.

Author

Roger Fisher

Imprint

New York : Penguin, 2011

Catalog Link

[Getting to Yes: Negotiating Agreement without Giving In](https://catalog.library.nashville.org/Record/CARL0000453546)
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