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1 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

Getting to Yes: Negotiating Agreement Without Giving In

Roger Fisher y William Ury, presentan un método claro, conciso y ya probado de negociar; método que concuerda con lo que la experiencia y el sentido común indican. Ofrecen una estrategia directa y decidida para proteger los propios intereses y al mismo tiempo entenderse bien con las personas a quienes mueven intereses contrarios.

¡De Acuerdo! - Roger Fisher & William Ury (ePUB y PDF)

Roger Fisher and William Ury. Click Here to Get the PDF Summary of This Book & Many More . People listen better if they feel that you have understood them. They tend to think that those who understand them are intelligent and sympathetic people whose own opinions may be worth listening to. So if you want the other side to appreciate your interests, begin by demonstrating that you appreciate theirs.

Getting to Yes Summary | Chapters, PDF & Review of Roger

Fisher & Ury's suggested solutions: Try to understand the other person's viewpoint by putting yourself in the other's place. Do not assume that your worst fears will become the actions of the other party.

Principled Negotiation "The Harvard Approach" Fisher & Ury

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According to Fisher and Ury, when interests are directly opposed, the parties should use objective criteria to resolve their differences. Allowing differences to spark a battle of egos and thus wills is inefficient, destroys relationships, and is unlikely to produce wise agreements. The remedy is to negotiate a solution based on objective criteria, independent of the will of either side.

Fisher and Ury's Four Principles of Negotiation "Atlas of

179. the fishers of men (luke 5:1-11; 6:12-16) 1/2 f v a r e y a r p n e t s o s i j c a t c h f i h n h n m s s o v f b t p h i l i p m b a h h k q q w e d u t i l u m

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