



## Summary: Getting To Yes: Negotiating an Agreement Without Giving In

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# Summary: Getting To Yes: Negotiating an Agreement Without Giving In

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Summary: Getting To Yes, Summary: Negotiating an Agreement Without Giving In by Roger Fisher & William Ury. If you are looking for a full copy of this outstanding book, this can be found back on the Amazon search page.

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## **A preview:**

When it comes to negotiation, a common mistake often committed is not reaching a common ground and delaying an argument; therefore straining the relationship between two parties. Such events occur in various scenarios, such as a family quarrel, a peace treaty discussion between two nations, or a customer negotiating a bargain on an item in a merchant's store. Any method of negotiation is judged by three criteria: the production of a wise agreement between both parties, it should be efficient, and it should not be strenuous or it should do minimalist damage to the relationships of the negotiating parties. A wise agreement is based on the foundation that allows all negotiating parties to meet as many legitimate mutual interests as possible, allows conflict of interests to be resolved in a timely and efficient manner, is durable, and takes the interest of multiple parties in hand...

Negotiation becomes increasingly difficult when there are multiple parties present. Several different parties may have various constituents, higher management, or committees they need to deal with. An example of this is a United Nations meeting, where over 150 countries meet; it only takes one country to veto a decision and it can lead to time constraints for a negotiation. It becomes increasingly difficult to withstand a common position. Even worse is a negotiation term reached after many endeavors as it becomes harder to change the decision that is made. Higher authorities (a board of directors, for example) make it difficult to alter a position since they may never be present and don't approve of the decision...

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