

## Getting to Yes: Negotiating Agreement Without Giving In



Getting to Yes is a straightforward, universally applicable method for negotiating personal and professional disputes without getting taken - and without getting angry. It offers a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict - whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats. Based on the work of the Harvard Negotiation Project, a group that deals continually with all levels of negotiation and conflict resolution, from domestic to business to international, Getting to Yes tells you how to: Separate the people from the problem Focus on interests, not positions Work together to create opinions that will satisfy both parties Negotiate successfully with people who are more powerful, refuse to play by the rules, or resort to dirty tricks

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