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Yes - Masters of

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GETTING TO YES

Audio Excerpt

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**the real world:
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forward,
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personal and
professional
disputes without
getting angry-or ...

**Getting to Yes:
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have feelings,... 2.
Focus on interests,
not positions.. We
tend to begin our
negotiation by
stating our ...

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Getting to Yes is a
straightforward,
universally

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disputes without
getting taken --
and without getting
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concise, step-by-
step, proven
strategy for coming
to mutually
acceptable
agreements in

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every sort of
conflict -- whether
it involves parents
and children,
neighbors, bosses
and employees,
customers or
corporations,
tenants or
diplomats.

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of this book have
been working
together since
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negotiation
"Separate the
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problem". The first
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to Yes—"Separate
the people from
the... "Focus on
interests, not
positions". The
second
principle—"Focus
on interests, not
positions"—is
about the position
that... "Invent
options for mutual
...

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become a classic

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learning

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negotiation skills. While the book is still a very useful read, the reader should be aware that negotiation theory has not remained static.

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with a method

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which is called

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negotiation. The
principled trading
method can be
used in virtually
any negotiation.

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A “getting to yes”
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agreement

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approach provides
a concise strategy
for arriving at
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it involves parents
and children,
neighbors, bosses
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customers or
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tenants or
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