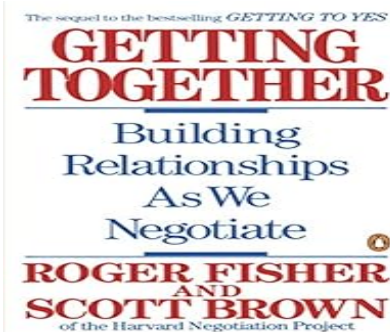


Getting Together: Building Relationships As We Negotiate (English Edition) eBook : Fisher, Roger, Brown, Scott By Roger Fisher Roger Fisher Expanding on the principles insights and wisdom that made Getting to Yes a worldwide bestseller Roger Fisher and Scott Brown offer a straightforward approach to creating relationships that can deal with difficulties as they arise. Getting Together: Building Relationships As We Negotiate (English Edition) eBook : Fisher Roger Brown Scott This was a required book for a college class on Negotiating Strategies buy into the subject matter you will probably do very well! After class dealing with the issues studied I can personally say this book made a difference in MY approach to reaching negotiating goals & eased my tension in such situations to have the skills. Highly recommend it even if you are not taking a class but just want to impress your boss or you sit on a board or you have to deal with an agitating landlord! The skills are transferrable into any part of life where getting to a decision matters to both parties. They should be stated as rather old color instead of new: Getting Together takes you step by step through initiating negotiating and sustaining enduring relationships in business in government between friends and in the family. Roger Fisher Very helpful in any kind of relationship that is driven by differences of interests values and perceptions. Roger Fisher This book helps people understand each other and build relationships based on trust. It might look old but theories are very practical and can still apply to current business situations (as well as personal!): I highly recommend this book for those interested in relationships handling. Roger Fisher Very sophisticated and effective way to communicate, Roger Fisher



Roger Fisher ist Direktor des Harvard Negotiation Projects, Er gilt als Altmeister zum Thema Verhandeln und ist Koautor des Standardwerks und Hörbuch Sellers »Das Harvard Konzept«[1]

It states as new. Some are very yellowish color instead of white. Roger Fisher It's okay. Generic model for different scenarios. With science backup no fast food literature. I work in open adoption. To me this book is taylor made for those relationships. Roger Fisher This book is a must have in Purchasing. It helped me a lot to write my final dissertation. Pretty practical. Highly recommend..