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By ROGER FISHER

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The world's bestselling guide to negotiation 'Getting to Yes' has been in print for over thirty years and in that time has helped millions of people secure win-win agreements both at work and in their private lives. Including principles such as Don't bargain over positions, Separate the people from the problem and Insist on objective criteria, 'Getting to Yes' simplifies the whole negotiation process offering a highly effective framework that will ensure success.

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Getting To Yes By ROGER FISHER Bibliography

- Sales Rank: #91122 in Books
- Published on: 2012
- Original language: English
- Number of items: 1
- Dimensions: 7.80" h x .59" w x 5.08" l, .77 pounds
- Binding: Paperback
- 204 pages

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