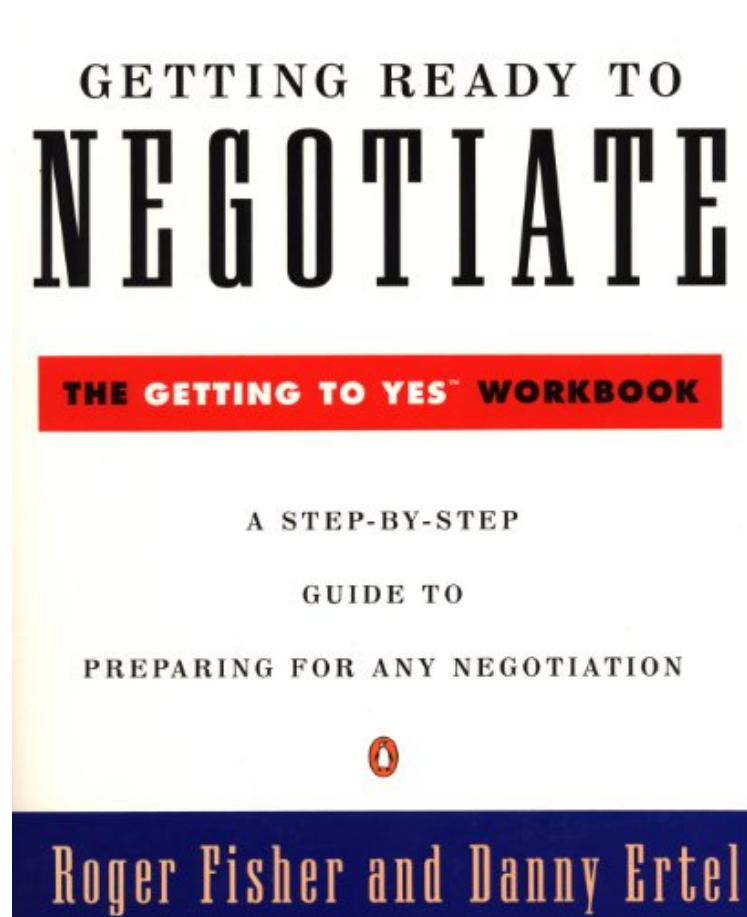


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Getting Ready to Negotiate (Penguin Business)

Roger Fisher, Danny Ertel

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Roger Fisher, Danny Ertel : Getting Ready to Negotiate (Penguin Business) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Getting Ready to Negotiate (Penguin Business):

0 of 0 people found the following review helpful. It's meh...By SCAfter reading Getting to Yes, the templates in this book did not feel very helpful at all. A lot of this felt redundant and were common-sense adaptations of the one main chart that you are taught to use. My professor made us get it and (1) did not ask us to use it, and (2) didn't even recognize some of the charts when they were used. In fact, she gave people who used charts in this book "0's" for "poor formatting"...8 of 8 people found the following review helpful. Provides Process, Framework, and StructureBy Sandy ScottBooks like "Getting to Yes", the book on which this workbook is based, are great from a theoretical perspective, but they often leave a little to be desired when it comes to actually executing on the ideas and concepts they recommend. Unfortunately, many of them don't ever create a workbook like this that provides a process, framework, and structure to implement their ideas. "Getting Ready to Negotiate" is a great example of exactly what this kind of book has to do. I purchased the book for a particular negotiation I was preparing for and it was incredibly helpful. This, by the way, after having taken a lengthy negotiation course at business school. The way the book allowed me to structure my thoughts, evaluate the other side's perspectives, and as a result engage with them more

effectively, allowed me to execute the negotiation patiently and effectively without offending the other side, nor losing any ground of my own. In the end, my negotiation led not only to better resolution, but helped the other side adjust their own policies which after my negotiation, they realized could be improved. Great book - if you buy it for just one interaction, it will be worthwhile. 0 of 0 people found the following review helpful. Ury is very useful. By Conflict ProAs usual anything from Roger Fisher or W. Ury is very useful.

This companion volume to the negotiation classic *Getting to Yes* explores the negotiation process in depth and presents case studies, charts, and worksheets for blueprinting and personalized negotiating strategy.

From the Back Cover Based on the philosophy and advice presented in *Getting to Yes* - be prepared, negotiate interests not positions, understand the other side's interests, and work together - this is the tool that will help each person design the negotiating strategy that is best for him or her in any given situation. *Getting Ready to Negotiate* presents case studies, charts, and forms for blueprinting a personalized negotiating strategy, one that is certain to make negotiating situations more productive and profitable. About the Author Roger Fisher is the Samuel Williston Professor of Law Emeritus, Director of the Harvard Negotiation Project, and the founder of two consulting organizations devoted to strategic advice and negotiation training.