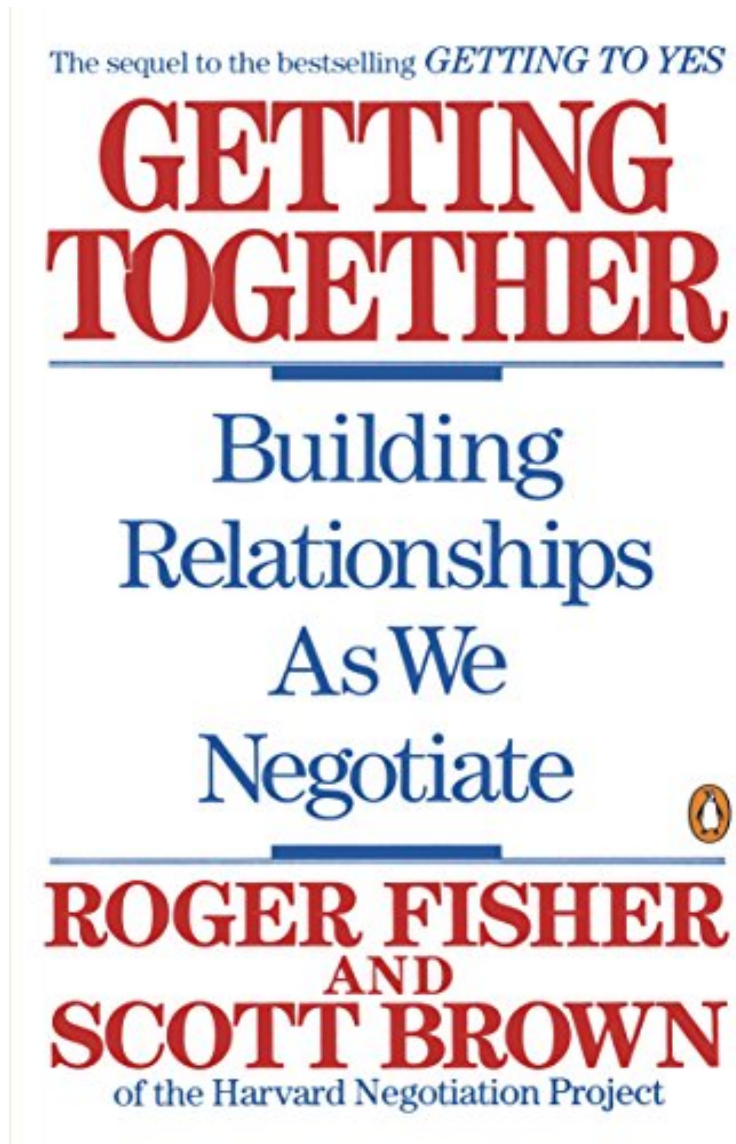


Getting Together: Building Relationships As We Negotiate

Roger Fisher, Scott Brown

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Roger Fisher, Scott Brown : Getting Together: Building Relationships As We Negotiate before purchasing it in order to gauge whether or not it would be worth my time, and all praised Getting Together: Building Relationships As We Negotiate:

0 of 0 people found the following review helpful. Make Your Negotiating Skills PainlessBy Surfin LunaThis was a required book for a college class on Negotiating Strategies, I admit, a lot of the subject matter is counter-intuitive to our nature when we are sitting at the negotiating table. But Fisher Brown bring the strategies to life in very easily understood form, the book is not intimidating. If you simply "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.0 of 0 people found the following review helpful. Five StarsBy CustomerFantastic. Perfect Product. I recommend it!0 of 1 people found the following review helpful. It's okay.By Bernice BuckmanIt's okay.

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* takes you step-by-step through initiating, negotiating, and sustaining enduring relationships -- in business, in government, between friends, and in the family.

About the AuthorRoger Fisher teaches negotiation at Harvard Law School. He frequently appears on television as a negotiations expert and is the director of the Harvard Negotiation Project.