Getting to YES

Negotiating an agreement without giving in

Roger Fisher and William Ury
With Bruce Patton, Editor

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GETTING TO YES

The authors of this book have been working together since 1977.

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Books by Roger Fisher
International Conflict and Behavioral Science: The Craigville Papers (editor and co-author, 1964)
International Conflict for Beginners (1969)
Dear Israelis, Dear Arabs: A Working Approach to Peace (1972)

Books by William Ury
Beyond the Hotline: How Crisis Control Can Prevent Nuclear War (1985)
Getting Disputes Resolved: Designing Systems to Cut the Costs of Conflict (with Jeanne M. Brett and Stephen B. Goldberg, 1988)
Getting Past No: Negotiating with Difficult People (1991)