



Summary of Getting to Yes: by Roger Fisher, William Ury, and Bruce Patton | Includes Analysis

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Preview:

Getting to Yes by Roger Fisher, William Ury, and Bruce Patton is a guide to using principled negotiation techniques, rather than positional bargaining that makes for less successful negotiations. Positional bargaining occurs when two people argue over a particular concession, usually reaching an arbitrary compromise. In those instances, the agreement usually does not address the interests of both negotiators. Principled negotiations find more creative, wise outcomes to conflicts...

PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book.

Inside this Instaread Summary of Getting to Yes

- Overview of the book
- Important People
- Key Takeaways
- Analysis of Key Takeaways

About the Author

With Instaread, you can get the key takeaways, summary and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience.

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Gladly Curry:

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Doreen Wolf:

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