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with all levels of
negotiation and
conflict resolution.
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offers a proven,
step-by-step
strategy for coming

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updated and
revised, it offers
readers a straight-
forward,
universally
applicable method
for negotiating
personal and

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disputes without
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Focus on interests,
not positions.. We
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universally
applicable method
for negotiating
personal and
professional
disputes without
getting taken --
and without getting

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angry. It offers a
concise, step-by-
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conflict -- whether
it involves parents
and children,
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and employees,
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principled

negotiation

"Separate the

people from the

problem". The first

principle of Getting

to Yes —"Separate

the people from

the... "Focus on

interests, not

positions". The

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principle—"Focus

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on interests, not
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that... "Invent
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Ury was first published in 1981.

The title has become a classic read for any novice

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While the book is still a very useful read, the reader should be aware that negotiation theory has not

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Negotiation Project,

which is called

principled

negotiation. The

principled trading

method can be

used in virtually

any negotiation.

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agreement
approach provides
a concise strategy
for arriving at
mutually
acceptable
agreements in
every kind of

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conflict — whether
it involves parents
and children,
neighbors, bosses
and employees,
customers or
corporations,
tenants or
diplomats.

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need to improve
our skills in conflict
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ions"--Finding

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flexible for

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parties--has

influenced

generations of

businesspeople,

lawyers, educators

and anyone who

has sought to

achieve a win-win

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